



MEETING SPIFF

Get \$250 for every eligible meeting with a new prospective customer.

QUALIFICATIONS

Products	User Protection: Apex One SaaS, Smart Protection Suites Hybrid Cloud Security: Deep Security, Cloud One Network Security: Deep Discovery, TippingPoint Detection & Response: XDR, Managed XDR
Eligible Partners	Platinum, Gold, Silver and Bronze Partners
Prospect Accounts	Companies with 250+ employees. Net new customer logo only.
Period	July 1, 2020 to December 31, 2020

SPIFF

Details	A partner sales representative can earn the following incentive when setting up a meeting for Trend Micro Account Manager with new prospective customer.
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\$250 for an Eligible Meeting Created for Trend Micro

PAYMENT

Method	Payment is made directly to the partner sales representative. Spiff earnings will be fulfilled by Trend Micro via a reward VISA card. Acceptance of this payment method by the partner is first required. A partner sales representative must register for the Trend Micro reward card at www.trendmicrochampions.com
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NOTES

Proof of Completion	A Trend Micro Account Manager must attend the meeting. Contact your Trend Micro Channel Account Manager to find out who the Trend Micro Account Manager is for your account.
Terms & Conditions	The spiff is subject to funding availability. The program can be changed without notice. Trend Micro, at its sole discretion, will determine qualification for attainment and earnings under the terms and conditions of this program. This program may not be combined with any other incentive offering.

Questions	Contact your Trend Micro Channel Account Manager or the Partner Support team at 1-888-977-4200 or perfectpartner@trendmicro.com
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