

# FIREEYE REWARDS

Q1, Q2 2018

## NEW CUSTOMER LOGO SPIFF

**US \$300 SPIFF for Approved, Qualified Partner-Sourced Registered Opportunities**

**US \$500 - \$1,000 SPIFF for Approved and Qualified Booked Deals**

### SPIFF Overview

- Available to resellers in the United States and Canada
- Pays on registered and booked deals for new customer logos
- Requires minimum qualifying deal amount of \$10,000
- The Stage 2 booked deal SPIFF amount varies based on which product is sold:
- \$1,000 for Endpoint Security, Email Security, and Helix
- \$500 for all other SaaS and hardware booked deals
- Sales of only iSight intelligence offerings, FireEye as a Service, TAP, or professional services do not qualify

### SPIFF Claims

SPIFF qualification will be validated thru the FireEye Fuel Station Opportunity Registration portal (access through [partners.fireeye.com](http://partners.fireeye.com)).

Approved claims will be submitted on your behalf into the FireEye Rewards system located at [www.fireeyerewards.com](http://www.fireeyerewards.com).

Total SPIFF reward shall not exceed \$2,300 per reseller partner, per qualified opportunity.

A registered opportunity will be reviewed and subject to ineligibility if it is removed from the sales pipeline within 30 days of registration or pay-out on the deal. Reasons for removal may include loss, duplication, or a reduction in the opportunity amount below the \$10,000 SPIFF threshold.

### General Terms & Conditions

- Reseller Partner must be a current FireEye reseller partner with a signed Reseller Agreement in active standing, contracted to sell FireEye products in the United States and/or Canada.
- A "New Customer" is a customer logo account that FireEye or its affiliated companies have not done business with previously and determination of "New Customer" is at the discretion of FireEye.
- Qualified opportunities must be a "New Customer" logo that meets the deal size threshold of \$10,000 booking value or greater, net to distributor.
- Qualified opportunities must include FireEye SaaS or a hardware product.
- One SPIFF paid to reseller Sales Representative per partner sourced, registered, qualified, and approved opportunity.
- One SPIFF each paid to reseller Sales Representative and reseller Sales Engineer per partner sourced, registered, qualified, and approved booked deal.
- Opportunities must be registered between Jan 1 and June 29, 2018. Deals must be booked by June 29, 2018.
- Approved FireEye Partner Registered Opportunity ID # for qualified opportunities are required for SPIFF payment.
- Partner-sourced, registered, opportunities will not be approved for opportunities recorded as pipeline prior to Jan 1, 2018.
- Participants must be at least 21 years of age to participate.
- FireEye employees and relatives of FireEye employees are not eligible to participate.
- Participants are responsible for payment of all tax liabilities (including income taxes) on any reward received.
- FireEye is not responsible for lost, late, incomplete, invalid, or unintelligible entries, which will be disqualified.
- FireEye has the right to modify the SPIFF promotion at any time.

### FireEye, Inc.

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### SPIFF Rewards

#### Stage 1

Sales Representatives from FireEye reseller partners in the United States and Canada can earn \$300 for an approved, qualified Partner-Sourced Registered Opportunity. The opportunity must:

1. Be a new customer logo to FireEye
2. Include any FireEye product (i.e., Helix, Endpoint Security, Email Security, Cloud MVX, Security Orchestrator, and all other hardware and virtual appliances)
3. Be registered and approved in the FireEye Fuel Station Opportunity Registration portal between Jan 1, 2018 and June 29, 2018

#### Stage 2

Sales Representatives and Sales Engineers from reseller partners can earn an additional \$500- \$1,000 each, for booking the registered opportunity by June 29, 2018. The booked deal must meet the:

1. New customer logo Partner-Sourced Registered Opportunity criteria specified in the terms and conditions below
2. Minimum deal size bookings threshold specified in the terms and conditions below

### Note

FireEye Rewards participants must be registered on the FireEye Rewards site: [www.fireeyerewards.com](http://www.fireeyerewards.com). First time participants should click the "NOT A MEMBER" link which will take you through the New User Enrollment process!

