



**F5'S FEDERAL CHANNEL
SPIFF:
GET IN SHAPE
WITH SHAPE SECURITY**

WIN A PELOTON!

Machine SLR02



SPIFF DETAILS

- Winner will receive a Peloton Bike or cash equivalent
 - 1 for Partner Sales Rep
 - 1 for Partner Sales Engineer
- Bike will be shipped to the winners' house after the contest ends
- Contest will run from 7/1/20 – 9/30/20
- Partner Alliance Manager with the most "distance" WINS cash prize!
 - Combining all Sales Reps and Engineers for each partner

*Sales Rep and Sales Engineer do not have to be from same company

**Monthly subscription not included





HOW TO RIDE WITH SHAPE SALES REPRESENTATIVES

Sales Activity

Miles Earned

Attend or complete Shape Training

10 miles/per training

Shape Elevator Pitch Video (~5 minutes)

20 miles

Register 5 Customers (minimum) to F5/Shape Webinar *Date TBD

20 miles

Schedule Shape Customer Meeting

30 miles

Register PIO Shape Opportunity

50 miles

- 2x if the opportunity comes from Most Wanted List
- 20 bonus points if opportunity replaces a competitive solution

Complete a Shape POC

100 miles

Close a Shape Opportunity by 9/30

150 miles



HOW TO RIDE WITH SHAPE SALES ENGINEERS

Sales Activity

Attend or complete Shape Training

10 miles/per training

Shape Elevator Pitch Video (~5 minutes)

20 miles

Schedule Shape POC

50 miles

Register PIO Shape Opportunity

50 miles

- 2x if the opportunity comes from Most Wanted List
- 20 bonus points if opportunity replaces a competitive solution

Complete a Shape POC

100 miles

Close a Shape Opportunity by 9/30

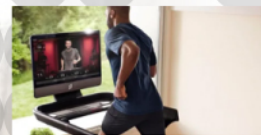
150 miles



TRAINING DETAILS/OPPORTUNITIES

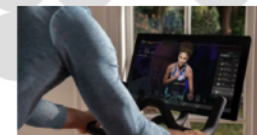


- LearnF5.com (search Shape)-
Introductory Training for Partners,
Shape Security Roadshow
- Shape Partner Enablement
Training live (6/25) or on demand
- Attend Shape Security Public
Sector Webinar
- On demand Fed News Radio
webcast



"It's like having a personal trainer
come to your house whenever
you'd like."

The New York Times



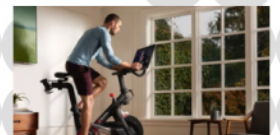
"Yes, you really can get a better-
than-the-gym workout at home. It
is called Peloton."

Forbes



"Designed for everyone from
novices all the way up to Ironman
addicts."

Robb Report



"The best cardio machine on the
planet."

Men's Health



LOGISTICS

- Send an email to B.Olinares@f5.com with subject line "Get into Shape" and cc your partner alliance manager

