

COHESITY

Go-Green
Incentive Program

Asia Pacific & Japan

ASEAN

ASEAN

What is Cohesity Announcing

Cohesity as part of its Go Green initiative is announcing an exciting new incentive program designed to reward your success. These rewards are available through Jul 31, 2020 and will be available for the following areas

Enablement and Accreditation Incentive

Incentives for Cohesity Certified Partners

Meeting Maker Program

Incentives for Net New Customer Meeting

Opportunity Creation Incentive

Incentives for creating Net New Customer opportunities

Net New Win Incentive

Incentives for winning Net New Business

HOW DOES COHESITY DEFINE A NET-NEW CUSTOMER?

Cohesity defines a net-new customer as an end user account purchasing Cohesity products or services for the first time. After the first sale, a customer is no longer considered net-new.

GET STARTED IN 3 EASY STEPS

1

Review the terms and conditions of the [program](#) and confirm your participation in the program [opt-in page](#).

2

Setup a Meeting with us or Register your opportunities through the Cohesity [Deal Registration](#) program or win a deal with us

3

Complete the claim form of Meeting Maker and Opportunity creation [here](#). Net New Win Incentive details visit [here](#)

Meeting Maker & Opportunity Creation Incentive
Program Details

Partner Enablement & Accreditation Incentive
Incentives for certified Partners

What is the Incentive

The Partner Enablement and Accreditation incentive is to reward partners who completed the Cohesity Installation class and pass the exam with accreditation.

Reward Value

\$20

Enablement

\$30

Accreditation

Individual Incentive

** For partner who completed the Cohesity Installation class and pass the exam with accreditation*

Meeting Maker Program
Incentives for Net New Meetings

What is the Incentive

The meeting maker incentive is to reward partners for setting up net new customer* meetings with a Cohesity Account Rep. It will be claimable upon completion of the meeting

Reward Value

\$60

Team Incentive

** Net New Customer – must be a decision maker or buyer for Data Protection, Data Centre, Storage or Cloud Infrastructure within his organization. The prospective customer must have a minimum secondary data environment of 50TB. Read the program T&C's*

Opportunity Creation Incentive
Incentives for creating new opportunities

What is the Incentive

The incentive is to reward partners for creating net new customer opportunities* with Cohesity. It will be claimable upon approval of deal registration and confirmation of an opportunity by a Cohesity account representative

Reward Value

\$200

Team Incentive

** Net New Customer – must be a decision maker or buyer for Data Protection, Data Centre, Storage or Cloud Infrastructure within his organization. The minimum deal size of the opportunity must be USD 50,000/- or greater*

Terms and Conditions

- The APJ Go-Green Incentive program is open to registered Cohesity distributors, registered Cohesity partners and partners registered with one of our alliances (CISCO and HPE) only.
- This program is specific to the countries of Singapore, Malaysia, Thailand and Indonesia only.
- The Program is valid through Cohesity fiscal quarter Q4'2020 (**May 1st 2020 to July 31st 2020**) and **Cohesity fiscal year 2021 (August 1st 2020 to Jul 31st 2021)**
- Partner Sales Representatives and Sales Engineers must opt-in to participate in this incentive program. Opt-in instructions can be found on the partner portal. Terms and conditions can be found on the required opt-in form [here](#).
- A claim must be made on the APJ Cohesity Go green claim site to secure an incentive.
- **The Enablement and Accreditation Incentive:** This incentive is to reward partners who completed the Cohesity Installation class and pass the exam with accreditation via the Cohesity Partner Portal: <https://partners.cohesity.com>.
- **The Meeting Incentive:** This incentive is valid only for all new meetings created and completed in the above stated program period. The prospect must have a minimum secondary data environment of at least 50TB and must have a valid project requirement. Claims must be made within 15 days of the meeting completion. Cohesity Sales or SE should have attended the meeting
- **The Opportunity Incentive:** All opportunities must be registered on the Cohesity partner portal. The opportunity creation incentive is applicable to fully approved deal registrations with a confirmed opportunity and minimum deal size of USD 50,000 to Cohesity . The opportunity must have a close date no longer than 12 months from date of deal registrations to qualify for the program
- Deals registered with Cohesity Platform Partners are also eligible for the incentive. They must be registered and approved in the Cohesity deal registration system to qualify. The incentive amount is determined by the Cohesity booking value.
- Opportunities identified by Cohesity and brought to a partner do not qualify.
- It is our recommendation that the total team incentive be split evenly between the primary partner Sales Representative and primary partner System Engineer on the registered deal.
- Cohesity reserves the right to modify or discontinue the Meeting Maker and Opportunity Creation incentive program in its sole discretion, upon 30 days.
- All incentive values are in US Dollars. Incentives will be paid out in the form of vouchers or pre-paid visa cards. Incentive vouchers will be available within 1 month from the submission of the claim.
- Any taxes incurred due to the program will be borne by the recipient of the reward program.
- In case of any disputes regarding the claims, program policies or implementation Cohesity reserves the right to make a final decision.