

Worldwide Partner SPIFFS

Vectra wants to help you earn a little extra cash

Take advantage of our 2022 SPIFFS to earn Amazon vouchers*.

- ▼ **Darktrace Take Out Meeting SPIFF**
- ▼ **Darktrace Take Out PoV SPIFF**
- ▼ **Extrahop Take Out Meeting SPIFF**
- ▼ **Extrahop Take Out PoV SPIFF**
- ▼ **Global 2000 SPIFF**
- ▼ **Customer Reference SPIFF**



Here are some use cases that will help when asking for a meeting with your customer:

- ▼ Cloud Detection
- ▼ Intrusion Detection Systems (IDS) replacement
- ▼ Customer using Darktrace
- ▼ Forward searchable metadata in Zeek format to the data store of your choice (Kafka, syslog and Elastic support)
- ▼ IoT Monitoring and security
- ▼ SOC efficiency by reducing alert fatigue with less tuning and configuration
- ▼ Automate manual processes and consolidate thousands of events and historical context to pinpoint hosts that pose the biggest threat
- ▼ A customer using one, or more, of Vectra's alliance partners (a few are listed below)



1. Darktrace take out Customer Meeting SPIFF

For every approved end-user meeting, where we either replace Darktrace or where Darktrace is in evaluation against Vectra, partner sales rep or technical rep receives an Amazon voucher* worth \$200 | £150 | €180.

Criteria

- ▼ Lead must be registered prior to Deal Registration - www.info.vectra.ai/darktrace-take-out-customer-meeting-spiff
- ▼ Deal Registration is submitted after qualifying the opportunity and approved by Vectra
- ▼ Account number of employees 500 plus (1,000 IPs)
- ▼ Existing Darktrace customer (contract renewal within at least 12 months) or existing Darktrace opportunity

Eligibility

Partner sales rep and technical rep titles (such as SE and solution architect) in EMEA, APJ and AMS

Eligibility period

Darktrace Take Out customer meeting SPIFF eligibility period from 1 January 2022 until 31 December 2022.

2. Darktrace take out PoV SPIFF

For every approved organized PoV (proof of value), where we either replace Darktrace or where Darktrace is in evaluation against Vectra, partner sales rep or technical rep receives an Amazon voucher* worth \$330 | £250 | €300.

Criteria

- ▼ Lead must be registered prior to Deal Registration – www.info.vectra.ai/darktrace-take-out-pov-spiff
- ▼ PoV can be on premise or remote
- ▼ PoV must occur between 1 January 2022 and 30 November 2022
- ▼ Deal Registration & PoV must be approved by Vectra
- ▼ Account number of employees 1,000+
- ▼ Existing Darktrace customer or Darktrace opportunity

Eligibility

Partner sales rep and technical rep titles (such as SE and solution architect) in EMEA, APJ and AMS

Eligibility period

Darktrace Take Out customer meeting SPIFF eligibility period from 1 January 2022 until 30 November 2022.

3. Extrahop take out **Customer Meeting** SPIFF

For every approved end-user meeting, where we either replace Extrahop or where Extrahop is in evaluation against Vectra, partner sales rep or technical rep receives an Amazon voucher* worth \$200 | £150 | €180.

Criteria

- ▼ Lead must be registered prior to Deal Registration – <https://info.vectra.ai/extrahop-take-out-customer-meeting-spiff>
- ▼ Deal Registration is submitted after qualifying the opportunity and approved by Vectra
- ▼ Account number of employees 500 plus (1,000 IPs)
- ▼ Existing Extrahop customer (contract renewal within at least 12 months) or existing Extrahop opportunity

Eligibility

Partner sales rep and technical rep titles (such as SE and solution architect) in EMEA, APJ and AMS

Eligibility period

Extrahop Take Out customer meeting SPIFF eligibility period from 1 January 2022 until 31 December 2022.

4. Extrahop take out **PoV** SPIFF

For every approved organized PoV (proof of value), where we either replace Extrahop or where Extrahop is in evaluation against Vectra, partner sales rep or technical rep receives an Amazon voucher* worth \$330 | £250 | €300.

Criteria

- ▼ Lead must be registered prior to Deal Registration – <https://info.vectra.ai/extrahop-take-out-pov-spiff>
- ▼ PoV can be on premise or remote
- ▼ PoV must occur between 1 January 2022 and 30 November 2022
- ▼ Deal Registration & PoV must be approved by Vectra
- ▼ Account number of employees 1,000+
- ▼ Existing Extrahop customer or Extrahop opportunity

Eligibility

Partner sales rep and technical rep titles (such as SE and solution architect) in EMEA, APJ and AMS

Eligibility period

Extrahop Take Out customer meeting SPIFF eligibility period from 1 January 2022 until 30 November 2022.

5. Global 2000 Customer Meeting SPIFF

For every approved end user meeting with a Global 2000 account, partner sales rep or technical rep receives an Amazon voucher* worth \$500 | £370 | €450.

Criteria

- ▼ Lead must be registered prior to Deal Registration – <https://info.vectra.ai/global-2000-customer-meeting-spiff>
- ▼ Deal Registration is submitted after qualifying the opportunity and approved by Vectra
- ▼ Account must be a Global 2000 company

Eligibility

Partner sales rep and technical rep titles (such as SE and solution architect) in EMEA, APJ and AMS

Eligibility period

Global 2000 customer meeting SPIFF eligibility period from 1 January 2022 until 31 December 2022.

6. Customer Reference SPIFF

For every customer reference (video or case story) partner sales rep or technical rep receives an Amazon voucher* worth \$200 | £150 | €180.

Criteria

- ▼ Customer reference must be registered - <https://info.vectra.ai/customer-reference-spiff>
- ▼ Customer must be registered with the marketing team
- ▼ Customer reference must be either a video with the customer or a written success story
- ▼ Must be a named success story to receive the SPIFF

Eligibility

Partner sales rep and technical rep titles (such as SE and solution architect) in EMEA, APJ and AMS

Eligibility period

Ongoing

Claims for all SPIFFS

The Vectra SPIFF manager will contact winners to facilitate the distribution of the Amazon voucher* or similar voucher. Vouchers will be sent after quarter end.

Terms and Conditions

- ▼ Vectra reserves the right to deny any SPIFF or terminate the SPIFF program, at any time without warning, in its sole discretion.
- ▼ Vectra has the sole authority to determine that the criteria to earn the SPIFF has been met.
- ▼ Eligible to all authorized EMEA partners of Vectra that are in good standing with the Vectra Partner Program.
- ▼ Recipient shall be solely responsible for claiming any, and all, taxes on the value of the voucher. In the event that the recipient's employer does not allow for individual SPIFFS, Vectra shall provide the voucher to recipient's employer.

*Amazon voucher or similar voucher; can be paid directly to company where needed for corporate policies.

Vectra and Partner Confidential

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