



# Bring Security in Vision

Reel in a deal or bring in a new catch and take home the prize!

Reel in the Deals! Close out previously registered deals and extend your line to find new customers. Register your catch and reel it in before September 30, 2021 to bring home the money.



## Close Your Deal and Earn

Deal Size	Payout October 1, 2020 – September 30, 2021
\$25,000 – \$75,000	\$500
\$75,001 – \$150,000	\$750
\$150,001 – \$250,000+	\$1,000

## Duration

- **Now through September 30, 2021.**
- All new opportunity registration submissions must be submitted and approved in the [McAfee Opportunity Registration Portal](#) within this period.
- All deals must be closed by September 30, 2021 to receive the prize money.

See [Program Rules, Terms and Conditions, and Reward Registration and Payout](#).

# McAfee Channel Sales New Customer Acquisition Incentive Program

McAfee Channel Sales Opportunity Registration Incentive Program (the "Program") is an opportunity-based registration program available to channel resellers for identifying new customer opportunities with customers seeking to replace legacy security solutions and subject to the Terms and Conditions set forth below.

## Program Rules

- Deals must be registered, approved, and closed between November 1, 2019 and September 30, 2021.
- Deals must be channel-initiated enterprise, commercial, or SMB opportunities. McAfee defines SMB as global employee count <250. Some exceptions may apply. Check with your Account Manager.
- Deals must be net new opportunities. Deals already in pipeline or previously registered without campaign name **Bring Security in Vision** do not qualify.
- Limited budget for program — funding is first come, first served.
- Deal must be qualified: a) customer must be pursuing the replacement of a legacy security product from another vendor; b) have interest in a McAfee solution; and c) have budget to purchase by September 30, 2021.
- Closing deal bonus is eligible on all deals previously or newly registered under **Bring Security in Vision** and closed by September 30, 2021.

## Terms and Conditions:

- This Program is only available to qualifying authorized Channel Resellers in good credit standing as determined by McAfee.
- This Program requires all new qualified opportunity registrations be submitted and approved on the **McAfee Deal Registration Portal**.
- Reward eligibility is based on a new, qualified opportunity initiated by the Reseller via opportunity registration within the incentive period for a customer who is replacing legacy security solutions.
- Opportunity must be Channel Reseller initiated, registered through the program and approved. Enterprise, commercial or SMB level opportunities only.
- Opportunities that are already registered, or were previously registered and were extended, or in McAfee's pipeline without a campaign name, do not qualify.
- Only one incentive per opportunity. Incentives may not be stacked.
- Closing bonus is only available to deals registered previously through this program, and where allowed by company policy.

## Reward Registration and Payout:

- All qualified closed deals associated with this program will be paid either via bank account ACH direct transfer or MDF. Closed deals will be paid out on net revenue amount to McAfee on products only. **The AE must claim their award at [www.mcafeepartneraward.com](http://www.mcafeepartneraward.com)** by October 15, 2021 and the award will be provided within 60 days of the end of the program period, or sooner, or until the program funds run out. Any fees or taxes are the responsibility of the award recipient.
- All qualified closed deals will be eligible for award payouts based on net revenue amount to McAfee according to the deal range associated with the respective payout.
- All closed deals must be submitted and approved by September 30, 2021. Deals will be validated for qualification compliance.
- The Program is an audited program and award will only be provided if all Program terms are met and a claim is submitted no later than October 15, 2021. The Program has a limited budget will expire on September 30, 2021 or if the budget is consumed sooner.
- McAfee reserves the right to make the final decision with respect to all eligibility.
- The eligible products may change at any time, without notice. McAfee reserves the right to add eligible products, subtract eligible products, and raise or lower amount of cash awards during the eligible months. McAfee reserves the right to modify the terms of this Program or to discontinue this Program at any time for any reason.
- McAfee reserves the right to reject any opportunity registration. McAfee determination of eligibility shall be final.
- Upon verification, McAfee will provide an Award within 60 days, or sooner, from the termination date of this Program.
- McAfee reserves the right to make corrections or adjustments, as necessary.
- McAfee is not responsible for Awards that are unclaimed, lost, or stolen.
- Participants in the Program will not, for any purpose, be considered an employee or agent of McAfee. Participation in this program will not be construed as granting any rights under any McAfee employee benefit plan or otherwise. In the United States, each participant is responsible for all Federal, state, or local taxes. If you live in the United States and qualify and earn over \$600, you will receive an IRS 1099 form and additional information may be required of you to meet tax obligations. Participants in other countries will also be responsible for any tax obligations as mandated by their government.
- Employees of McAfee and their immediate family and household members are not eligible; and employees or internally contracted vendors of governments and government-affiliated companies or organizations are not eligible.
- The Program is void where prohibited by Federal, state, or local laws or company policy. McAfee will not be held liable if the Program is in violation of specific Channel Reseller company policies or local country laws.
- Program benefits for Tier 1 partners will be applied to standard Tier 1 pricing only.



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