

★ MOST WANTED LIST ★

UP TO \$10,000

→ BONUS →

★ ★ ★ ★ ★
TARGET NEW CUSTOMERS OVER \$50K DEAL
UP TO \$10,000 REWARD TO PARTNER REP
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Up to \$10,000 Bounty on Net New Logo Accounts

Close any new customer accounts between January 1, 2021 and December 31, 2021 and receive up to a \$10,000 cash reward!

Details

- January 1, 2021 – December 31, 2021
- Deals between \$50K USD – \$99,999 USD earn \$5K USD, over \$100K earn \$10K.
- All net new logo accounts are eligible for up to \$10K closing reward.
- All deals must be partner found and must be submitted and approved in the McAfee [Deal Registration Portal](#) within this period.
- All deals must be closed by December 31, 2021 to receive the closing reward associated to this program.
- McAfee reserves the right to modify/alter the reward amount depending on unique characteristics of a particular region.

See [Program Rules, Terms and Conditions, and Reward 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 and closing new customer opportunities and subject to the Terms and Conditions set forth below.

Program Rules

- New deals must be registered and approved between January 1, 2021 and December 31, 2021.
- Deals must be channel-initiated enterprise opportunities designated as target Net New Logo accounts who have not purchased or owned McAfee solutions in the last 5 quarters. Deals must be greater than \$50,000 net revenue, product only to McAfee. Monthly subscriptions or Paygo deals are not eligible.
- Campaign name field on deal registration form must include: “Most Wanted List” to qualify for program.
- Deals must be net new opportunities. Deals already in pipeline or previously registered do not qualify.
- Limited budget for program — funding is first come, first served.
- Closing deal reward is eligible on all deals registered in this program and closed between January 1, 2021 and December 31, 2021. Closing bonus of \$5,000 USD or \$10,000 USD claim must include the Opportunity I.D. that is provided via email to rep when the deal registration is approved and indicate “Most Wanted List” in the comments field of the claim form. **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 Opportunity Registration Portal between January 1, 2021 and December 31, 2021 (the “Incentive Period”) and closed during the Incentive Period.
- Opportunities that are already registered, or were previously registered and were extended, or in McAfee’s pipeline as of January 1, 2021 do not qualify.
- One closed deal bonus is eligible per new opportunity.
- Sales incentives may not be combined during period.
- Closing bonus is only available where allowed by company policy.

Reward Registration and Payout:

- Five Thousand dollar USD reward is based on closed deals greater than \$50,000 USD - \$99,999 USD on net revenue amount to McAfee on products only from target accounts and their subsidiaries and \$10,000 USD reward on closed deals greater than \$100,000 USD on net revenue amount to McAfee on products only from target accounts and their subsidiaries from net new logo accounts. Net new logo accounts are accounts who have not purchased McAfee products in the past five quarters. The AE must claim their award at www.mcafeepartneraward.com by January 15, 2022 and the award will be provided within 60 days of the end of the program period, or sooner. Any fees or taxes are the responsibility of the award recipient.
- Closing rewards will be paid out in the form of ACH Transfer to the partner rep’s bank account or via company MDF, according to participating partner policies.
- The Program is an audited program and awards will only be provided if all Program terms are met and a claim is submitted no later than January 15, 2022. The Program has a limited budget and will expire on December 31, 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 a Reward 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 Rewards 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.
- Eligible Most Wanted List accounts include the parent company and related subsidiaries.



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