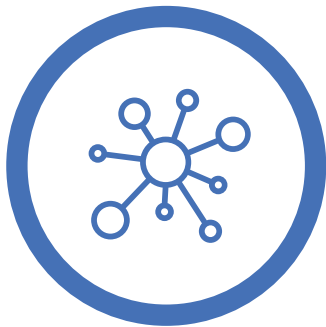


Chart Your Course to Unmatched Rewards

April 1, 2024 - March 31, 2025

Earn \$10,000 for a Brand-New Logo Sale*

Plus, get \$500 and \$250 rewards for Meetings and Mappings



Brand-New Logo Account Mapping

Earn up to one (1) \$250 payout, each half year, for a total payout up to \$500.



Brand-New Logo Qualified Appointment

Earn up to two (2) \$500 payouts, per quarter, for a total payout up to \$4K.



Brand-New Logo Account Sale > \$250K

Earn up to two (2) \$10,000 payouts, per quarter, for a total payout up to \$80K.

**For complete Terms and Conditions, please see page 2.*

For more information, contact your preferred Distribution Partner.

Hitachi Vantara

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Contact Information
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Global: 1-858-547-4526
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Terms & Conditions

Hitachi Vantara FY24 Sales Incentive Program

- Incentive Program Timeframe: April 1, 2024 to March 31, 2025.
- Hitachi Vantara reserves the right to change this Sales Incentive Program at any time.
- Brand-New Logo Account is one with no prior Hitachi Vantara Salesforce sales history.
- New business units in an existing account may qualify as a Brand-New Logo Account with prior approval from Hitachi Vantara's AMERs Channel Chief. Contact your preferred Distributor for assistance.
- Partner Company must opt-in with their Distributor to participate.
- Partner Representatives to be paid by their Distributor.
- Payout must be non-cash convertible and non-transferrable.
- Payout must occur in the quarter in which the sales incentive activity takes place. (Activity means 5 Brand-New Logo Mapped Accounts, or a Qualified Brand-New Logo Appointment, or a billed Brand-New Logo Account Sale, which may occur independently of each other.)
- Partner Representatives receiving a payout must reside in the US or Canada.
- No government/public/state-owned or controlled entity employee is to be paid a sales incentive.
- Partner Representatives will be 100% responsible for taxes.
- For Account Mapping, the accounts must be established Partner Sales Representative end-customer accounts.
- The Account Mapping incentive is capped at one (1) \$250 payout per Partner Sales Representative per Hitachi Vantara fiscal year half (April-September and October-March).
- A Qualified Appointment is a scheduled, 30-minute, virtual or face-to-face appointment, with a Brand-New Logo account. Attendees must include a Brand-New Logo Account end customer Influencer, a Partner Sales Representative, a Hitachi Vantara Commercial Account Manager (CAM) and a Hitachi Vantara Inside Sales Representative (ISR).
- The Qualified Appointment incentive is capped at two (2) \$500 payouts per Partner Sales Representative per quarter unless approved by Hitachi Vantara.
- Earn \$10,000 for a Brand-New Logo billed sale (end-user price) greater than \$250,000.
- The Brand-New Logo Account Sale incentive is capped at two (2) \$10,000 payouts per Partner Representative per quarter unless approved by Hitachi Vantara.
- A Brand-New Logo Account Sale Incentive is payable to the one (1) Partner Representative who registers the deal with Hitachi Vantara through their Distributor. The Partner must be the source of the deal.
- Prior to the Distributor confirming the payout to the Partner Representative, Hitachi Vantara must validate and approve the Brand-New Logo Accounts for Account Mapping, Qualified Appointment and Brand-New Logo Account Sale, for incentives program payout eligibility.
- The Partner Rep earning the Sales Incentives must be employed by a Partner Company compliant with the Hitachi Vantara Partner Program.
- Public Sector accounts are ineligible. Public Sector includes public, government, state-owned or state-controlled accounts.

