

# Infoblox SPIFF Program



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The Infoblox Q4 FY17 SPIFF Program rewards partners that arrange and execute on new opportunities with new prospects and existing customers, through initiating meetings, Security Assessments, or Data Exfiltration (DEX) Demos.

What Qualifies?	Completed Activity Type	Completed Activity with End Customer Company Size  Meeting initiated and occurs between 01 May 2017 – 31 July 2017	Opportunity Creation Incentive (Approved Deal Registration Converted to Pipeline Opportunity)  Via Amazon e-gift card	Closed Won Incentive  via Check or Wire Transfer
New Opportunities with New or Existing Customers	Meeting, Security Assessment, OR DEX Demo	1,000+ employees	250 USD	1,000 USD
		5,000+ employees	500 USD	2,000 USD

\*Please speak to your CAM for additional Rules & Qualifications

## Links to Additional Resources:

[Partner Central](#)

[SPIFF Program Rules](#)

[DEX \(Data Exfiltration\) Demo Portal](#)

[Security Assessment Portal](#)

Questions? Please reach out to [channelprograms@infoblox.com](mailto:channelprograms@infoblox.com)

# Infoblox FY17 SPIFF Program Qualifications

01 August 2016 – 31 July 2017

Global

- Claim form must contain the following information: Activity Type, Date of Activity, Deal Registration number.
- Only employees who are eligible to receive rewards/incentives from vendors can participate. Please reach out to your management if you have questions regarding your eligibility.
- Participants must be currently employed with an Infoblox partner at the time of the payment. This reward is not transferable.
- In order to be eligible for payout, all claims must be submitted in Partner Central and confirmed/approved by Infoblox.
- To be considered a “new” account, the end user cannot be an existing Infoblox customer. “Close of opportunity” means that Infoblox has accepted a purchase order from the customer.
- All claims must be submitted AND approved prior to July 31, 2017. Incomplete submissions will not be eligible.
- Any claim activity must occur no earlier than the May 1, 2017 and no later than July 31, 2017. The “Close of Opportunity” must be associated with an approved activity, and finalized on or before July 31, 2017. To qualify for the close of opportunity incentive, the opportunity must have been created during the program dates.
- Only one claim may be submitted for each end-user customer. Infoblox will not approve more than one claim per company (including its corporate affiliates under the same trademark). In the event of multiple claims from different partners, the first to complete the activity, as well as an approved deal registration number, will have priority for approval. An approved deal registration number must be submitted with/on each claim.
- If a SPIFF Claim would like to be split between 2 individuals within the same partner company, both parties & email addresses must be included within the claim form (Description) OR preferred 2 claim forms submitted by each party. Split must be 50/50. Only 1 deal registration is needed. Both the activity and closed initiative will be split. Tax forms will be required from both parties.
- The company size will be determined via reputable online sources determined by Infoblox (such as: LinkedIn, End User website, Hoovers, etc.). Unless provided written evidence via website or directly from the end user, these sources will determine company size for this SPIFF. For the cases of activities with Universities and education, Infoblox will determine if students account for the total count on a case by case basis.
- In the case of activity that is held within an Infoblox portal, end user name must be searchable as found on the claim form. Company “tests” are not considered valid entries, and will not be approved.
- Participants within the USA must provide Infoblox a valid W9 tax form prior to transfer of payment. A W9 must be provided prior to receiving the reward incentive from Infoblox. Individuals outside of the USA may be required to provide a W8 for cash payments. Participants understand this is an individual taxable incentive. If required tax forms are not received on or before July 31, 2017, your claim will be denied.
- A portion of this incentive will be fulfilled via Amazon electronic gift card. If available, Amazon cards will come from local Amazon site (i.e. Amazon.de) and fulfilled in local currency. Any exceptions must be made prior to submissions and will be done solely at Infoblox’s discretion.
- Participants within the MEA region will receive payment in one lump sum via wire transfer at the end of the program. If participant wishes for an Amazon ecard, they must request it within the description of the claim form. Funds will be paid out to the individuals, unless specifically told otherwise, to send directly to the partner.