



Palo Alto Networks Bounty Hunter Promotion

As part of our global sales growth strategy, Palo Alto Networks® is committed to targeting a major account list to identify new opportunities. We recognize that NextWave partners have existing relationships with these large organizations so we are excited to announce we will be offering a bounty promotion to further incent our NextWave partners to introduce Palo Alto Networks technology to these organizations. To that end, we will offer a total of \$10,000 for the NextWave partner sales rep who will drive an initial qualified meeting, submit an approved deal registration, complete a Palo Alto Networks product evaluation and ultimately, closing the opportunity.

Program Overview

From October 1st, 2013 through January 31, 2014, Palo Alto Networks NextWave reseller partners who penetrate an eligible account will be eligible to:

- Earn \$250. Drive an eligible initial meeting
- Earn \$1000 for a qualified deal registration.
- Earn \$3000 for a completed Palo Alto Networks product evaluation.
- Earn \$5750 for closing the opportunity.

Partner Eligibility

All authorized Palo Alto Networks NextWave Reseller Partners in good standing. Participant must enroll in the promotion and receive eligibility approval.

Opportunity Eligibility

Opportunities for Palo Alto Networks products totaling at or over \$100k will be eligible.

Bounty Details

- A qualified initial meeting is defined as a meeting with NextWave partner sales representative, Palo Alto Networks sales representative, system engineer OR executive and Business Decision Maker or Technical Decision Maker (Network Security Manager/Executive). To be validated by Palo Alto Networks sales rep.
- An eligible deal registration is approved for over \$100,000 USD
- In order to qualify, the completed product evaluation must be verified by a Palo Alto Networks SE.
- Closed deals will be verified by Palo Alto Networks Sales Operations Team via the submitted Purchase Order number.

Submission Process

- Resellers must register their participation in this program @: www.paloaltonetworks.com/Bounty
- As part of registration, participant must confirm their eligibility and permission to participate in the promotion.

For More Information

1. Contact Your Palo Alto Networks NextWave Channel Account Manager.
2. Email us at NextWave@PaloAltoNetworks.com
3. Visit Palo Alto Networks Partner Portal @: partner.paloaltonetworks.com