



# MAKE END OF YEAR \$\$\$ WITH DATACORE! UP TO \$6000!

## PROGRAM OVERVIEW

The End of Year Reseller Sales Incentives are payable to resellers with verified, accepted and approved lead registrations. For every lead registration that gets converted to an opportunity, DataCore will award VAR sales reps with a **\$150** Amazon Gift Card. For all CLOSED DEALS VAR sales reps get a % of the sale, paid via AMEX Gift Cards (only Closed/Won Deals that have been previously registered qualify). **Work with LifeBoat and Register your deals ASAP!**

### Program Rules:

- Reseller finds and brings DataCore into new opportunity and is payable per terabyte sold based on terms of license
- Partner-sourced new logos & subscription only
- 1, 3, 5-year EN licenses only
- \$10K minimum lead registration
- PO must be in by 12/31/2020
- Must have VAR management approval
- SPR at the discretion of Sales Leader (case by case)

### Qualifying Questions to Ask to Find a DataCore Opportunity:

- What is the overall size of your storage environment?
- Would you categorize your storage environment as heterogenous or complex? How do you currently manage it all?
- How do you ensure business continuity for your IT today?
- Do you have an existing DR plan?
- Have you considered hyperconverged storage?
- How do you migrate/replace storage assets?
- How is your organization planning for rapid data growth?
- How do you integrate flash (incl. NVMe)-technology today?
- How do you leverage cloud services, especially cloud storage today?
- What concept, if any, do you have for your secondary storage?
- What are your plans for storage infrastructure modernization?

TERM	TB	MAX PAY OUT	PAYOUT
1 year	\$7 TB	\$4000	\$140-\$4000
3 year	\$12 TB	\$5000	\$96-\$5000
5 year	\$18 TB	\$6000	\$540-\$6000

**CONTACT YOUR LIFEBOAT  
SALES TEAM TODAY!**



All offers valid until December 31, 2019. The deal must be a registered opportunity to qualify for the SPIFF. SPIFF offers are only valid through Lifeboat Distribution and DataCore Software and void where prohibited. DataCore Software reserves all rights and to limit offer which can be changed, modified, or canceled at any time. All rights reserved. © 2019 DataCore Software Corporation.

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