



Bitdefender
BUILT FOR RESILIENCE

Race2Replace Competitive Displacement Per Node SPIFF

PROMOTION PERIOD: APR 1, 2023 – DEC 31, 2023

ELIGIBLE PRODUCTS: GravityZone & MDR Products

LENGTH OF DEAL	INCENTIVE	PROMOTION CODE
1 year deal	\$1 per node	COMREP1YR2023
2-year deal	\$2 per node	COMREP2YR2023
3-year deal	\$3 per node	COMREP3YR2023

TERMS & CONDITIONS

- Renewals or add-ons with existing customers are not eligible.
- Must be net new customer opportunity generated by partner.
- Each closed opportunity must be an approved Deal Registration created and approved within the promotional timeframe.
- Promotion Code must be included in PAN Deal Registration submission.
- Deal Registration must be minimum \$2,500 EUP.
- Eligible Products are Bitdefender GravityZone & Bitdefender MDR.
- Incentive is calculated based on base product (not Add-Ons).
- Must be a Bitdefender Gold, Silver or Bronze partner.
- Max Payout of \$10k per quarter per individual rep.

Full Terms & Conditions can be found [here](#).