

Hitachi Vantara

Activate to Accelerate

Hitachi Vantara FY25 Sales Incentive
Program for Partner Sellers.



**Earn up to \$5,000 USD for Driving
New Logos Across the Finish Line.**

Empowering Partners. Fueling Growth.

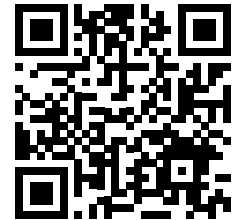
You can put your bets on Hitachi Vantara!

Shift into High Gear!

Get ready to shift into high gear with Hitachi Vantara's Activate to Accelerate partner sales incentive program — designed to reward you at every turn of the sales cycle. From first meetings to impactful demos and registered opportunities, every qualified motion puts you closer to the finish line.

Let's Accelerate Success — Together!

Register, accept the Program Terms and Conditions, and start earning rewards for every qualified activity you lead.



Register Now*

\$250
USD

**Generate a
Sales Appointment**

\$500
USD

**Host a Center of
Excellence Demo**

\$250
USD

**Submit an Approved
Deal-Registration**

Incentive activity must be validated by the Hitachi Vantara Team. Payment will be made only once per new logo.
For complete Terms and Conditions, please see page 2.

*Please confirm that your company allows participation in incentive programs before registering for this program.

For further information about this exclusive program, please contact your regional Hitachi BDE:

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TD SYNnex

FY25 Sales Incentive Program for Partner Sellers

Terms and Conditions (U.S. & Canada)

Program Period: April 1, 2025 to March 31, 2026

Eligible Regions: United States and Canada

Participant Eligibility Requirements:

- The Partner Seller earning the Sales Incentive(s) **must** be employed by a Partner Company that is compliant with the Hitachi Vantara Partner Program and is Member Level or above.
- Partner Sellers are defined as partner representatives serving in either Sales or Pre-Sales roles.
- To participate, Partner Sellers **must** register for the program and accept the Program Terms and Conditions on the Incentive Portal at <https://www.HVsalesincentives.com>.
- Partner Sellers receiving a payout **must** reside in the eligible regions listed above.

Payouts:

- Each incentive category is capped at five (5) payouts per Partner Seller during the program period. The total maximum payout per Partner Seller during the program period is \$5,000 USD.
- Payouts are non-cash-convertible and non-transferable.
- Partner Sellers are solely responsible for any applicable taxes resulting from incentive payouts.
- Public Sector/Government end-user accounts are **ineligible** to receive program payouts, even when paid to partner sellers.

Sales Incentive Categories:

Sales Appointment: \$250 USD per Qualified Sales Appointment

Qualified Appointment Definition:

- Partner Sellers **must** request an appointment for the end-user prospect via the Incentive Portal at <https://www.HVsalesincentives.com>.
- The End-User Company or Organization **must** be 'New' – one that has not made a purchase with Hitachi Vantara in the past three (3) years, excluding renewals.
- The appointment **must** be a scheduled 30-minute meeting.
- Attendees of the Qualified Appointment **must** include 'New' End-User Influencer(s), Partner Seller, Hitachi Vantara Inside Sales Representative (ISR), and may include one of the following Hitachi Vantara Partner Account Manager (PAM), Hitachi Vantara Field Sales Representative (CE), Sales Engineer (SE), or Solutions Consultant (SC).

Demonstration via Center of Excellence (CoE): \$500 USD per Qualified Demonstration.

Qualified Demonstration Definition:

- Partner Sellers must request a CoE Demonstration via the Incentive Program Portal at <https://HVsalesincentives.com>.
- The End-User Company or Organization **must** be 'New' – one that has not made a purchase from Hitachi Vantara in the past three (3) years, excluding renewals.
- The End-User Company or Organization does not need to be the same one that attended the Qualified Appointment, or the same one referenced in a Qualified Deal Registration. The Demo appointment can be a standalone claim.
- Attendees of the Demonstration **must** include 'New' End-User Influencer(s), Partner Seller, or Hitachi Vantara Inside Sales Representative (ISR) and may include one of the following: Hitachi Vantara Partner Account Manager (PAM), Hitachi Vantara Field Sales Representative (CE), Sales Engineer (SE), or Solutions Consultant (SC).

Deal Registration: \$250 USD per Approved Deal Registration.

Qualified Deal-Registration Definition:

- Deal Registration **must** be for the same 'New' End-User company that attended the Qualified Sales Appointment or Demo Appointment.
- Deal Registration **must** be for a 'New' End-User Company or Organization – one that has not made a purchase from Hitachi Vantara in the past three (3) years, excluding renewals.
- Deal Registration **must** be submitted by the Partner Seller or a Hitachi Vantara Authorized Distributor via the Hitachi Vantara Partner Portal and must include the Hitachi Vantara Sales Incentive Campaign ID: **FY25-Q1-DGI-FY25_Sales_Incentive-Ptnr-AMER-OPT**.
- Partner Sellers **must** submit their Deal Registration claim via the Incentive Program Portal at <https://HVsalesincentives.com>.

Program Disclaimer: Hitachi Vantara reserves the right to deny any ineligible program submissions and to change or cancel this Incentive Program at any time without prior notice.