

Empower Customers with GoTo's coolest IT Solutions


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Get ready for a sizzling summer of IT Solutions at GoTo! In this halfway point of 2023, it's time to talk to your customers about our game-changing remote support portfolio, including GoTo Resolve and Rescue.

GoTo, on behalf of itself and its affiliates ("GoTo"), and subject to the terms of your Authorized Agent or Master Agent Agreement, wants to incentivize additional sales production from you through additional bonus compensation. Contracted Reseller partners may also participate in this incentive by providing the appropriate accounting documents to facilitate vendor payment.

Promotion

Embrace the hot summer vibes and empower customers with GoTo's coolest IT Solutions! Just 4 easy steps can get you a payout of up to \$1,500 per qualifying customer and closed sale, and also some great GoTo swag. Here's how to:

Incentive Activity	Incentive (per deal)
Complete IT Management and Remote Support Tools 101 Course	GoTo Lapel Pin Set
Complete Demo Training ¹	GoTo Insulated Water Bottle 
Complete Demo with Customers ²	\$500 USD one time payout*
Closed IT Solutions Sale (campaign code)	\$1,000 USD one time payout*

¹ Partner must request and complete demo training through the GoTo Solutions Consultant team.

² Any customer demo must be scheduled by the Partner and the GoTo Partner Manager and entered as an opportunity in PE.

Other terms and conditions

General Guidelines. Partners will complete the IT Management and Remote Support Tools 101 training course through PE to achieve first swag payout. All demo trainings must be scheduled through SC team. During the Promotion Period, qualifiers will receive the incentive(s) listed above for the corresponding activity on qualifying accounts. Opportunities must be qualified by a GoTo Solutions Consultant before participating in any customer demo. Renewals and add-ons are not eligible for incentive. All opportunities must be entered through Partner Exchange and tagged with the campaign code ITSOLUTIONS to qualify for payouts.

Promotion Period. The Promotion Period begins July 1, 2023 and continues through September 30, 2023. To count a deal within the Promotion Period, the partner must have completed the IT Management and Remote Support Tools 101 or 201 training course and completed a demo of GoTo Resolve (GTR) or Rescue before midnight on the last day of the Promotion Period. GoTo reserves the right to reduce the duration of the Promotion Period on no less than 14 calendar days' advance notice.

Chargebacks. GoTo may apply chargebacks for any deals that do not complete the demo during the Promotion Period. For the purposes of this program, the "chargeback" amount is equal to the cash equivalent of the incentive provided (including taxes and shipping). This is in addition to any other chargebacks that may apply under your Authorized Agent or Master Agent Agreement with GoTo.

Relationship to Agreement. Incentives provided under this incentive program are in addition to, and will be paid separately from, standard commissions calculated under the Authorized Agent or Master Agent Agreement you have executed with GoTo. Contracted Reseller Partners may participate with payments made through the GoTo Accounts Payable system.

Maximum Incentive Amount. Maximum payout of one incentive per customer but Partners may have more than one customer participate. Maximum payout per partner during this incentive period is \$7,500. All deals that are qualified, entered through Partner Exchange and have completed a customer demo through the incentive process are eligible for payout up to the maximum amount. All amounts paid to the Master Agent pursuant to the terms of your agreement. Partners will only receive one swag item for any training course completed. Incentives are limited to one per deal and one swag item per Partner per activity. Multiple demos for a single customer do not qualify for multiple payouts.

Payment & Taxes. Payment of any incentives will be made within 45 days of the end of the Promotion Period and will be paid in the same currency in which you generally receive your commission payments. You are responsible for all tax reporting and payment associated with the incentives. Deals must be both registered via Partner Exchange and closed within the Promotion Period. Closed deals must have a minimum 12 month term and minimum 5 subscriptions (seats) to qualify for any payouts.

*Contracted Reseller Partners must be set up as a vendor in GoTo AP system in order to be eligible for cash payments.

GoTo reserves the right to change, edit or amend the details and/or terms and conditions of any incentive at any time.