

FY25 AMER Sales Incentives Program – Partner FAQ (LATAM)

Welcome to the FY25 AMER Sales Incentive Program for Latin America! This FAQ explains how Partner Sellers can earn rewards for driving net-new business activity. For full program details and to register, visit the official Incentive Portal: <https://www.HVsalesincentives.com>.

Incentive Type	Payout (USD)
Qualified Appointment	\$100 per appointment
Qualified CoE Demo	\$200 per demo
Approved Deal Registration	\$100 per registration
Billed Opportunity	\$200–\$300 per billed opportunity
Completed Certifications	\$50–\$100 per certification
Maximum Payout per Seller	\$1,250 total (see category limits)

1 Eligibility & Compliance

- Who is eligible to participate?

Partner Sellers in Sales or Pre-Sales roles employed by a Partner Company that is compliant with the Hitachi Vantara Partner Program and is Member Level or above.

- Are public sector accounts eligible?

No. Public Sector/Government end-user accounts are ineligible for incentive payouts—even if paid to partner sellers.

- Where must I reside to receive payment?

You must reside in an eligible Latin America region.

- What is the program period?

April 1, 2025 – March 31, 2026.

2 Registration & Payout Process

- How do I register?

Visit <https://www.HVsalesincentives.com> and complete your registration, agreeing to the program Terms and Conditions.

- How are incentives paid?

Incentive prizes will be paid in the form of gift vouchers available in the recipient's country or market. Typically issued quarterly; frequency may increase based on volume.

- What is the total maximum payout?

You may earn up to \$1,250 USD total, across all categories including certifications and billed opportunities.

- Who handles taxes?

Partner Sellers are solely responsible for any applicable taxes on incentive payouts.

3 Qualified Appointment Incentive

- What is a Qualified Appointment?

A scheduled 30-minute meeting with a new end-user (no purchases in past 3 years), including: Partner Seller, Inside Sales Rep (ISR), New End-User Influencer(s), and optionally a PAM, CE, SE, or SC.

- How do I request an appointment?

Submit your request and meeting details via <https://www.HVsalesincentives.com>

- How much can I earn?

\$100 USD per Qualified Appointment (limit: 5 per fiscal year)

4 Qualified CoE Demo Incentive

- What is a Qualified Demo?

A pre-sales demo with a new end-user (no HV purchases in past 3 years) that includes: Partner Seller, ISR, New End-User Influencer(s), and optionally a PAM, CE, SE, or SC.

- Can it be standalone?

Yes. It does not have to be tied to a prior appointment or deal registration.

- How do I request a demo?

Submit the request via <https://www.HVsalesincentives.com>

- How much can I earn?

\$200 USD per Qualified Demo (limit: 5 per fiscal year)

5 Deal Registration Incentive

- What qualifies as a Deal Registration?

Must be for the same new end-user that attended a Qualified Appointment or Demo. The DR must be submitted by the Partner Seller or Authorized Distributor via the HV Partner Portal and include Campaign ID: FY25-Q1-DGI-FY25_Sales_Incentive-Ptnr-AMER-OPT.

- How do I claim it?

Submit your claim through <https://www.HVsalesincentives.com>

- How much can I earn?

\$100 USD per Approved Deal Registration (limit: 5 per fiscal year)

6 Billed Opportunity Incentive

- What qualifies as a Billed Opportunity?

A billed opportunity must be for a new end-user (no HV purchases in the past 3 years, excluding renewals).

- How much can I earn?

\$300 USD per billed opportunity with a new customer; \$200 USD with an existing HV customer

7 Certification Incentive

- What qualifies as a Completed Certification?

Partner Sellers must register for tests on the HV partner portal and provide proof of completion with a passing grade/result.

- How much can I earn?

\$100 USD for a Pre-sales Certification; \$50 USD for a Sales Certification

- Is there a limit?

Yes. Capped at 4 payouts per Partner Company per quarter—2 Sales and 2 Pre-sales Certifications; 8 total per Partner Company per year.

8 Additional Terms

All claims are subject to validation.

Hitachi Vantara reserves the right to modify or cancel the program at any time without notice.