

## FY25 AMER Sales Incentives Program – Partner FAQ (U.S. & Canada)

Welcome to the FY25 AMER Sales Incentive Program for U.S. and Canada! This FAQ outlines how Partner Sellers can earn rewards by driving ‘New’ customer activity. For full program details and to register, visit the official Incentive Portal: <https://www.HVsalesincentives.com>

Incentive Type	Payout (USD)
Qualified Appointment	\$250 per appointment
Qualified CoE Demo	\$500 per demo
Approved Deal Registration	\$250 per registration
Maximum Payout per Seller	\$5,000 total (5 per category)

### 1 Eligibility & Compliance

- Who is eligible to participate?

Partner Sellers in Sales or Pre-Sales roles who are employed by a Hitachi Vantara Partner Company at Member Level or above and authorized to participate.

- Are public sector accounts eligible?

No. Public sector or government end-user accounts are ineligible for incentive payouts—even if the incentive is paid to the partner seller.

- Where must I reside to receive payment?

You must reside in the United States or Canada.

- What is the program period?

April 1, 2025 – March 31, 2026.

### 2 Payout & Registration Process

- How do I register?

Register at <https://www.HVsalesincentives.com> and agree to the program Terms and Conditions.

- How are incentives paid?

Payments are made via non-transferable, non-cash-convertible gift cards, typically issued quarterly. Frequency may increase based on claim volume.

- What is the total maximum payout?

You may earn up to \$5,000 USD total (with up to 5 claims per each incentive category).

- Who handles taxes?

Partner Sellers are solely responsible for any taxes related to their incentive payouts.

### 3 Qualified Appointment Incentive

- What is a Qualified Appointment?

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

- How do I request an appointment?

Submit all required meeting details via <https://www.HVsalesincentives.com>

- How much can I earn?

\$250 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 that includes: Partner Seller, Inside Sales Rep (ISR), New End-User Influencer(s), and optional PAM, CE, SE, or SC.

- Can it be standalone?

Yes. It does not need to be linked to a prior appointment or deal registration.

- How do I request a demo?

Request via the Incentive Portal: <https://www.HVsalesincentives.com>

- How much can I earn?

\$500 USD per Qualified Demo (limit: 5 per fiscal year)

#### **5** Deal Registration Incentive

- What qualifies as a Deal Registration?

Submitted by Partner Seller or Authorized Distributor via the HV Partner Portal, linked to a Qualified Appointment or Demo, for a new end-user (no HV purchases in past 3 years), and must include Campaign ID: FY25-Q1-DGI-FY25\_Sales\_Incentive-Ptnr-AMER-OPT

- How do I claim it?

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

- How much can I earn?

\$250 USD per Approved Deal Registration (limit: 5 per fiscal year)

#### **6** Additional Terms

All claims are subject to validation.

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