ExaGrid Q2 2022
Meeting Maker Program for Europe
Updated April 1, 2022

DATA SHEET

Easy Money

ExaGrid has many reseller advantages and programs including:

- 70% deal win rate
- Deal registration program for strong margins
- SPIFFs to reseller sales reps and solutions architects (who are allowed to receive SPIFFs)
- Meeting Maker bonus for introductions to new opportunities

Tiered Backup Storage

ExaGrid has the leading and most differentiated disk-based backup storage product in the industry. When ExaGrid gets into an opportunity, ExaGrid wins 70% of the time against low-cost disk for longer term retention and against deduplication appliances, such as, Dell EMC Data Domain, HPE StoreOnce and Veritas 5230/5330 for NetBackup.

ExaGrid's sales and systems engineers are highly trained and know how to win. ExaGrid will co-sell with the reseller but will do the heavy lifting through the sales cycle. ExaGrid will drop ship, install, and support the customer so that your technical staff is not distracted. If the opportunity is not already registered and it is a net new customer to ExaGrid, ExaGrid will register the deal to you. ExaGrid will never take a deal direct or bring in another reseller.

What Do You Need To Do?

As a reseller rep, you have access to customers through your relationships and other products that you are selling. ExaGrid needs your help to get to the backup IT team. If you get us to the backup IT team, we'll take it from there. Not only will you receive the above benefits, but if you are the *first* person to secure a *qualified* meeting that meets all of the criteria below, ExaGrid will pay you the bonus, regardless of whether the customer buys or not (one bonus paid per customer account).

Qualified Meeting Criteria

- Meeting must be conducted face-to-face or via a live presentation platform, such as WebEx. Phone conversations without a presentation do not qualify.
- Customer has over 60TB of data to be backed up.
- The meeting is with the backup IT team and takes place prior to June 30, 2022.
- Double bonuses are not paid if a customer has both the target backup application and backup storage – the greater of the two will be paid.
- Bonus is paid on the backup application that is the dominant backup application in the environment (backing up at least 70% of the environment).
- The customer has one of the following:
  - Veritas NetBackup – $1,000 Bonus
  - Commvault – $1,000 Bonus
  - IBM Spectrum Protect (TSM) – $1,000 Bonus
  - Veeam – $750 Bonus
  - Dell EMC Data Domain – installed for at least 2 years – $750 Bonus
  - Quantum DXi – installed for at least 2 years – $750 Bonus
  - HPE StoreOnce installed for at least 2 years – $750 Bonus

The meeting can be with a public or private sector organization.

1 Sit with your ExaGrid territory manager to create a target list of customers that are not already registered.

2 Set up a meeting, register the opportunity, and earn the meeting maker bonus!

3 ExaGrid takes the meeting with you and drives the sales cycle from there.

ExaGrid Meeting Maker Program for Europe

Instructions - Please provide the following information and forward to your local ExaGrid Territory Manager.

1) Contact Information:

Company _____

Rep Name _____

Company Street Address _____

City _____ Country _____ Postal Code _____

Work Phone _____ E-Mail Address _____

2) Meeting Information:

End User Name _____

Registration # _____ Meeting Date _____

3) Wire Transfer Instructions:

- **Reseller Rep Information:**

  Street Address (PO Box may not be used) _____

  City _____ Country _____ Postal Code _____

- **Bank/Account Information:**

  Account Holder Name _____

  Name of Bank Receiving the Wire _____

  Bank Street Address (PO Box may not be used) _____

  City _____ Country _____ Postal Code _____

  Account No. or IBAN (International Bank Account No.) _____

  Bank's Swift Code (bank identifier, 8-11 characters, first four are alpha) _____

Review and Approval (EXAGRID TO FILL IN)

☐ Veritas $1,000 ☐ Commvault $1,000 ☐ IBM SP $1,000 ☐ Veeam $750 ☐ Dell $750 ☐ Quantum $750 ☐ HPE $750

Territory Manager Name _____ Signature _____ Date _____

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