

# Okta Services Delivery Incentive

For Australia, New Zealand and Japan

## About the incentive

From 1 April 2025, Okta in APJ is running a services delivery incentive for customers who are considering Okta and/or Auth0 purchases and require services engagement from Okta partners.

## What it means for customers

A credit will be extended to customers that can be applied towards partner services engagements.

- **Commercial Customer Credit**
  - Up to 20 hrs (\$150/hr totalling \$3K USD credit) | Minimum deal size = \$25K USD
- **Enterprise / Strategic Customer Credit**
  - Up to 40 hours (\$150/hr totalling \$6k USD credit) | Minimum deal size = \$50K USD

## How will the credit be applied?

Okta will pay the partner directly via an invoice for the agreed upon services hours within 30 days of customer Okta/Auth0 deal closure.

## What is the eligibility criteria?

- The opportunity must close before the end of Q3
- Must be new services work from incentive commencement of 1 April
- The contracted APJ partner must be a member of the Okta Elevate Partner Program
- Other terms and conditions apply.

## What are ideal scenarios where partners can leverage this incentive to accelerate opportunities?



New logos where POCs are required to win a deal



Demand generation through partner executed security audits that expose vulnerabilities in accounts



Providing partner services to drive upsell / cross-sell



Upsells to Okta Workforce Identity Suites



Other requests on a case by case approval basis

## Have questions?

Contact an Okta Account Executive or Regional Alliance Manager today. Total budget for this incentive is limited so be sure to get in quick!

