



## SPIFF REWARDS BREAKDOWN (All amounts USD)

We have published lists of eligible accounts for [AMS](#), [EMEA](#) and [APJ](#) on our Partner Portal. Partners can earn the following rewards for the activities outlined below, which align with those accounts:

### REWARD #1

Hunted Deal Registration with Completed Customer Meeting

- **\$150** – Greater China, Japan, Republic of Korea, SAARC (minimum \$50,000 **TCV**)
- **\$250** – Rest of world (minimum \$100,000 **TCV**)

### REWARD #2

Big Rewards for Big Deals

- **\$5,000** – Close a minimum \$50,000 **ACV** opportunity (Greater China, Japan, Republic of Korea)
- **\$10,000** – Close a minimum \$100,000 **ACV** opportunity (anywhere)

### REWARD #3

Accelerator for Cloud Marketplace Deals

- **\$500** – Close a minimum \$50,000 **ACV** opportunity (Greater China, Japan, Republic of Korea, SAARC)
- **\$1,000** – Close a minimum \$100,000 **ACV** opportunity (anywhere)

These rewards are available to Partner Sales Representatives. Please claim them in the Infoblox Partner Portal.

## FY25 STRATEGIC INITIATIVES

We are excited to announce our new “**Elite Partner Rewards and Recognition**” SPIFF Program, unveiled during the November [Bloxcast](#). We designed this program to reward our top-performing partners who sell the value of Infoblox and drive transformational opportunities with our customers. This aligns with our Skilled to Secure Trusted Partner Program and creates a strong interlock with our deeper engagements with Cloud Providers like AWS and Azure.

Please take a moment to review the Terms and Conditions of this new offering. If you have any questions, please reach out to [channelprograms@infoblox.com](mailto:channelprograms@infoblox.com).

## ANNOUNCING THE NEW INFOBLOX FY25 ELITE REWARDS AND RECOGNITION PARTNER PROGRAM

**Announcement Date: November 7, 2024**

We are thrilled to introduce the **Elite Partner Rewards and Recognition SPIFF Program**, a new exclusive opportunity that rewards our top-performing Infoblox partners! This program offers our largest-ever rewards for hunting and closing new logo deals and security expansion opportunities. Specifically tailored to drive success in key markets, it offers added bonuses for working with Cloud Providers, creating unique opportunities for our partners.

### WHAT'S NEW AND WHAT'S CHANGING?

We've listened to your feedback! The **FY25 Elite Partner Rewards and Recognition SPIFF Program** brings back rewards for **Hunting Deal Registrations** (with a completed customer meeting). We are also adding new incentives for closing eligible opportunities through **cloud marketplaces**.

Like our prior SPIFF program, this new Elite SPIFF will continue to reward identifying new logo accounts and expanding security footprints into the existing customer accounts.

### TERMS AND CONDITIONS

- 1. Program Duration:** The Infoblox Elite Partner Rewards and Recognition Program is valid for Infoblox Fiscal Year 2025, from November 1, 2024, to December 31, 2025, unless withdrawn by Infoblox earlier in accordance with clause 10 below.
- 2. Tax Information:** Participants are notified that this program offers financial rewards, which are individual taxable incentives. Tax information will be provided by the XTRM platform for each participant. Participants are solely responsible for all taxes and any related liabilities.
- 3. Eligibility:** Participants must be actively employed by an authorized Infoblox partner that is up to date with all certification requirements for the company's current level in the Skilled to Secure partner program at the time of claim registration and reward payment. All Infoblox partners who wish for their employees to be eligible for the Program must opt-in to the Program as a pre-condition for participant eligibility; Infoblox will not consider claims without this confirmation and will not make payments under this Program to participants whose employers have not opted-in prior to a claim being made. Benefits under the Infoblox Elite Partner Rewards and Recognition Program are non-transferable. The web link to opt in can be found in the table in Appendix A in the row labeled "Partner Opt-In Form."
- 4. Eligible Account List:** A list of accounts deemed eligible as "New Logo" or "Security Expansion" accounts by Infoblox will be made available on Infoblox's Partner Portal. Partners are responsible for reviewing the list to identify applicable opportunities and ensure compliance with the eligibility criteria. The web link for the Infoblox Partner Portal can be found in the table in Appendix A in the row labelled "Infoblox Partner Portal Log-In."
- 5. Reward Recipients:** All rewards are payable to either the Partner Account Team or Partner Company (as specified on the "Partner Opt-In Form." For the purposes of this program, the "Partner Account Team" consists of a Partner Sales Person (Account Executive). Rewards are attributed to the designated members of the Partner Account Team. Rewards are not transferable.

- 6. Reward Structure:** This program pays recipients rewards on an opportunity-by-opportunity basis for the following confirmed activities. All Hunting Deal Registrations and Opportunities must be aligned to an account on the Eligible Account list per section 4:
- a.** Hunted Deal Registration: Recipients can earn a reward for an approved Hunting Deal Registration (HDR) in Infoblox's Partner Portal. The reward will be paid after confirmation of a meeting having taken place that includes the end customer and an Infoblox salesperson.
  - b.** Closed Won Opportunity w/Hunted New Logo: Recipients can earn a reward for an opportunity in "Closed Won" status aligned to a "New Logo" account.
  - c.** Closed Won Opportunity w/Security Expansion: Recipients can earn a reward for an opportunity in "Closed Won" status aligned to a "Security Expansion" account.
  - d.** Closed Won Opportunity through Cloud Marketplace: For the same opportunity aligned to a "Closed Won Opportunity w/Hunted New Logo" or "Closed Won Opportunity w/Security Expansion," a recipient can earn an incremental reward if that same opportunity is transacted through either of the Amazon Web Services or Microsoft Azure cloud marketplaces.
- The specific payout amounts for each reward by country location are detailed in Appendix B.
- 7. Eligible Opportunity Criteria:** To qualify for rewards, eligible opportunities must have a Hunting Deal Registration created on or after 1-Nov-2024 and must successfully close by 31-Dec-2025. All claims must be submitted by 31-Dec-2025 to qualify for program benefits. All decisions on eligibility will be taken by Infoblox in its sole discretion and will be final and binding.
- 8. Claim Submission:** All claims must be submitted via the Infoblox Partner Portal and confirmed as approved before 31-Dec-2025. Incomplete submissions will not be eligible for program rewards.
- 9. Non-eligible Accounts:** Opportunities for public sector customers will not be eligible for program rewards. End-user accounts found to be in breach of export control regulations or listed on the U.S. Sanctions lists do not qualify for rewards under this program.
- 10. Program Modification or Termination:** Infoblox reserves the right to modify, suspend, or terminate the Infoblox Elite Partner Rewards and Recognition Program at any time, with or without notice.
- 11. Payout Process:** Infoblox uses the XTRM platform for both individual and company payouts. All reward recipients are required to have either a personal account (for individuals) or a company account (for companies) on the XTRM payment platform. Please note, all SPIFF claims, without exception, will be paid out exclusively through XTRM.

## APPENDIX A: WEB LINKS

Site/Page Name	Full URL
Infoblox Partner Portal Login	<a href="https://partners.infoblox.com">https://partners.infoblox.com</a>
Partner Opt-In Form	<a href="https://forms.microsoft.com/r/kXsdStPVR0">https://forms.microsoft.com/r/kXsdStPVR0</a>
XTRM Payment Platform	<a href="https://www.xtrm.com/">https://www.xtrm.com/</a>

## APPENDIX B: REWARDS

All rewards below must be aligned to an account on the **Eligible Account List** per section 4 of these terms and conditions. All rewards below are in United States Dollars (USD).

### Hunted Deal Registration (HDR) Reward

Partner Location	Minimum HDR Expected Opportunity Amount	Reward
Greater China, Japan, Republic of Korea, SAARC*	\$50,000	\$150
Rest of World	\$100,000	\$250

### Closed Won Opportunity w/Hunted New Logo Reward

Partner Location	Minimum ACV Closed	Reward
Greater China, Japan, Republic of Korea	\$50,000	\$5,000
Any Location	\$100,000	\$10,000

### Closed Won Opportunity w/Security Expansion Reward

Partner Location	Minimum ACV Closed	Reward
Greater China, Japan, Republic of Korea	\$50,000	\$5,000
Any Location	\$100,000	\$10,000

### Closed Won Opportunity through Cloud Marketplace

Partner Location	Minimum ACV Closed	Reward
Greater China, Japan, Republic of Korea, SAARC*	\$50,000	\$500
Any Location	\$100,000	\$1,000

\* **SAARC Countries:** Afghanistan, Bangladesh, Bhutan, India, Maldives, Nepal, Pakistan, Sri-Lanka.

## APPENDIX C: INFOBLOX THREAT DEFENSE PRODUCTS

### B1TD Advanced

SKU	Description
IB-SUB-THREAT-ADV-MGD	BloxOne Threat Defense Advanced Multi-Grid Add-On
IB-SUB-THREAT-ADV-500-1250	BloxOne Threat Defense Advanced for 500-1250 Protected Users per year
IB-SUB-THREAT-ADV-1251-2500	BloxOne Threat Defense Advanced for 1251-2500 Protected Users per year
IB-SUB-THREAT-ADV-2501-5000	BloxOne Threat Defense Advanced for 2501-5000 Protected Users per year
IB-SUB-THREAT-ADV-5001-10000	BloxOne Threat Defense Advanced for 5001-10000 Protected Users per year
IB-SUB-THREAT-ADV-10001+	BloxOne Threat Defense Advanced for 10001+ Protected Users per year

### B1TD Cloud

SKU	Description
IB-SUB-THREAT-BIZ-CLOUD-500-1250	BloxOne Threat Defense Business, Cloud for 500-1250 Protected Users per year
IB-SUB-THREAT-BIZ-CLOUD-1251-2500	BloxOne Threat Defense Business, Cloud for 1251-2500 Protected Users per year
IB-SUB-THREAT-BIZ-CLOUD-2501-5000	BloxOne Threat Defense Business, Cloud for 2501-5000 Protected Users per year
IB-SUB-THREAT-BIZ-CLOUD-5001-10000	BloxOne Threat Defense Business, Cloud for 5001-10000 Protected Users per year
IB-SUB-THREAT-BIZ-CLOUD-10001+	BloxOne Threat Defense Business, Cloud for 10001+ Protected Users per year

**B1TD Essentials**

SKU	Description
IB-SUB-THREAT-ESNTL-HA	BloxOne Threat Defense Essentials, HA per year
IB-SUB-THREAT-ESNTL-TE-815	BloxOne Threat Defense Essentials for TE-815 per year
IB-SUB-THREAT-ESNTL-TE-825	BloxOne Threat Defense Essentials for TE-825 per year
IB-SUB-THREAT-ESNTL-TE-1415	BloxOne Threat Defense Essentials for TE-1415 per year
IB-SUB-THREAT-ESNTL-TE-1425	BloxOne Threat Defense Essentials for TE-1425 per year., includes Threat Insight
IB-SUB-THREAT-ESNTL-TE-2215	BloxOne Threat Defense Essentials for TE-2215 per year

**B1TD On-Prem**

SKU	Description
IB-SUB-THREAT-BIZ-PREM-MGD	BloxOne Threat Defense Business, On-Premises Multi-Grid Add-On
IB-SUB-THREAT-BIZ-PREM-500-1250	BloxOne Threat Defense Business, On Premises for 500-1250 Protected Users per year
IB-SUB-THREAT-BIZ-PREM-1251-2500	BloxOne Threat Defense Business, On Premises for 1251-2500 Protected Users per year
IB-SUB-THREAT-BIZ-PREM-2501-5000	BloxOne Threat Defense Business, On Premises for 2501-5000 Protected Users per year
IB-SUB-THREAT-BIZ-PREM-5001-10000	BloxOne Threat Defense Business, On Premises for 5001-10000 Protected Users per year
IB-SUB-THREAT-BIZ-PREM-10001+	BloxOne Threat Defense Business, On Premises for 10001+ Protected Users per year

**B1TD Value Add Offerings**

SKU	Description
IB-SUB-THREAT-SOC-ASEC-500-1250	SOC Insights for BloxOne Threat Defense
IB-SUB-THREAT-SOC-ASEC-1251-2500	SOC Insights for BloxOne Threat Defense
IB-SUB-THREAT-SOC-ASEC-2501-5000	SOC Insights for BloxOne Threat Defense
IB-SUB-THREAT-SOC-ASEC-5001-10000	SOC Insights for BloxOne Threat Defense
IB-SUB-THREAT-SOC-ASEC-10001+	SOC Insights for BloxOne Threat Defense
IB-SUB-LOOKALIKE-100	BloxOne Lookalike Domain Monitoring

**B1 Ecosystem Subscription**

SKU	Description
IB-SUB-B1TD-ECO-500-1250	BloxOne Ecosystem for BloxOne Threat Defense
IB-SUB-B1TD-ECO-1251-2500	BloxOne Ecosystem for BloxOne Threat Defense
IB-SUB-B1TD-ECO-2501-5000	BloxOne Ecosystem for BloxOne Threat Defense
IB-SUB-B1TD-ECO-5001-10000	BloxOne Ecosystem for BloxOne Threat Defense
IB-SUB-B1TD-ECO-10001+	BloxOne Ecosystem for BloxOne Threat Defense
IB-SUB-B1ECO-EXT-1M	BloxOne Ecosystem Events Block Extension



Infoblox unites networking and security to deliver unmatched performance and protection. Trusted by Fortune 100 companies and emerging innovators, we provide real-time visibility and control over who and what connects to your network, so your organization runs faster and stops threats earlier.

**Corporate Headquarters**  
2390 Mission College Blvd, Ste. 501  
Santa Clara, CA 95054

+1.408.986.4000  
[www.infoblox.com](http://www.infoblox.com)

