



1X Committed MRR

Help your global customers transform their WAN with Cato's SASE,
and collect Cato's 2021 SPIFF bonus of 1x committed MRR

MPLS replacement or augmentation

Optimized global connectivity

Work from anywhere

Secure branch internet access everywhere

Cloud acceleration and control

Deal Eligibility

"Eligible Deal" must meet the following criteria:

Only net-new¹ customers with global² locations

Minimum Order subscription period of 2 years

Channel led deals with North America-headquartered customers only³

Deal registrations may be submitted after June 1, 2021

Signed Order or customer purchase order must be received by Cato on or before December 25, 2021

Additional T&Cs

MRR⁴– Commissionable Revenue only

The maximum pay-out under this program is not to exceed \$50K per Eligible Deal

This program and the SPIFF payment are subject to the commission payment and other terms and conditions of the applicable master-agent agreement

This promotion may not be combined with any other current incentives or promotions and the Cato Networks master agent will not be eligible for any other incentives or promotions offered by Cato Networks during the time period this promotion is in effect

The SPIFF payment is a one-time payment per the initial Order for an Eligible Deal (i.e., upsells, renewals, etc. are not eligible to participate)

Master agent must submit a SPIFF payment request detailing the criteria above by December 31, 2021

1. New customers – customers that have never purchased any goods or services from Cato, either directly or indirectly. Renewals and upsells are not included.
2. Global – Customer must have sites located in more than one region. Regions are determined by Cato's pricing regions (NAM, Europe, APJ, Middle East, China, etc.).
3. Deals must be sourced by the master agent with an active master agent agreement with Cato, registered on the Cato partner portal by the master agent or its sub agent, and approved by Cato.
4. MRR = monthly recurring revenue, not including hardware, one-time fees, etc. All subject to the master-agent agreement. Terms not defined herein shall have the meanings stated in the applicable master agent agreement.