



Global Partner Program

Q1 2023

Titanium Channel Partner Performance Rebate Guidelines

Effective January 1, 2023 – December 31, 2023

Forcepoint is offering this Performance Rebate to its Titanium Level Channel Partners. The Rebate is based on set criteria, as outlined below:

Partner Eligibility

Must be Titanium Level approved and active in the Forcepoint Global Channel Partner Program, successfully onboarded into Forcepoint’s vendor payment system, in good standing with Forcepoint, and have accepted the terms and conditions of the [Channel Partner Program Agreement](#).

Rebate Rules

- The Rebate is based on 2023 Bookings Achievement.
- Partner will receive from Forcepoint a single 2023 Bookings Target that is the sum of the Forcepoint determined Net New Bookings target and Renewal Bookings target.
- At the conclusion of the 2023 Forcepoint fiscal year, Forcepoint will compare the Partner’s 2023 Bookings Achievement against the Partner’s 2023 Bookings Target. The resulting performance will determine the applicable Rebate Percentage used to calculate the amount of the Rebate.
- Forcepoint will make Rebates available within 90 days after the Rebate amount has been determined following the conclusion of the 2023 Forcepoint fiscal year.
- Partners promoted to the Titanium Level during the Forcepoint 2023 fiscal year will be eligible for the Rebate, which will be calculated on a pro-rated basis from the first month Forcepoint approves promotion to the Titanium Level. Upon promotion to the Titanium Level, please request the applicable Bookings Target from your Forcepoint Channel Account Manager.

Rebate Percentages

Bookings Achievement %	Rebate %	Comments
< 100%	0%	No Rebate paid if Partner’s 2023 Bookings Achievement is below 100% of the Bookings Target
100%	1%	1% Rebate paid on that portion of the Partner’s 2023 Bookings Achievement that is equal to its Bookings Target
≥ 100%	3%	3% Rebate paid on that portion of the Partner’s 2023 Bookings Achievement that exceeds the Bookings Target

Example: Rebate Amounts based upon different Bookings Achievements

Scenario:	2023 Bookings Target	2023 Bookings Achievement	Achievement of Bookings Target	Rebate Percentage	Rebate Amount
A	\$1,000,000	\$900,000	90.0%	0.0%	\$0.00
B	\$1,000,000	\$1,000,000	100.0%	1.0%	\$10,000.00
C	\$1,000,000	\$1,500,000	150.0%	1% on \$1,000,000 + 3% on \$500,000	\$10,000 + \$15,000 = \$25,000

Rebate Examples

- If a Partner's Bookings Achievement is < 100%, then no Rebate has been earned.
- If a Partner achieves 100% of its Bookings Target, then the Rebate will be 1% of the Partner's 2023 Bookings Achievement.
- If a Partner achieves above 100% of its Bookings Target, then the Rebate will be 1% of the Partner's 2023 Bookings Achievement up to the Bookings Target, plus 3% of the Partner's 2023 Bookings Achievement above the Bookings Target.

. Extraordinary Sales Clause

- When there is a Net New Booking with Extraordinary Sales, Forcepoint reserves the right to exclude Extraordinary Sale(s) from the Net New Bookings for the Performance Rebate calculation.
- For the purposes of calculating the Rebate, one unique opportunity, as determined by Forcepoint, may contribute to no more than 33% of the Partner's total Net New Bookings.
- Any adjustments made will be communicated directly to the Partner.

Glossary

- **Net New Bookings** are defined as the non-cancellable, non-refundable sale of eligible Forcepoint solutions into a customer who has not purchased Forcepoint solutions before, or the Upselling of eligible solutions into an existing customer, or the Cross-selling of eligible solutions into an existing customer, all as recognized by Forcepoint. Upsell is the selling of additional subscriptions to a customer who has previously purchased the same solution(s). Cross-sell is the selling of a Forcepoint solution to an existing customer who has not purchased that solution before. For clarity, sales of Cross Domain solutions are excluded from the Bookings Target and this Rebate, and do not count towards the Net New Bookings.
- **On-Time Renewal Bookings** are defined as the non-cancellable, non-refundable renewal sale of eligible Forcepoint solutions on or before the contract subscription renewal date for the opportunity. For clarity, sales of Cross Domain solutions are excluded from the Bookings Target and this Rebate, and do not count towards the On-Time Renewal Bookings.
- **Bookings Achievement** is calculated as the sum of Net New Bookings and On-Time Renewal Bookings amounts, net to Forcepoint, for the Forcepoint 2023 fiscal year.
- **Extraordinary Sale** is any Booking that exceeds 50% of the Partner's 2023 Net New Bookings target, as determined by Forcepoint.
- **Titanium Level approved** is a Partner that has been promoted by Forcepoint to the Titanium Level after achieving the Forcepoint requirements for Titanium Level Partners, including those for Net New Bookings, Number of Net New Transactions, and Training Certifications.