TechData A TD SYNNEX Company | NetApp

SELL MORE, EARN MORE FY 27

2026-2027 Partner Incentive Program

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Terms & Conditions:

Approved DRs, Closures & Net New Logo Acquisition
Program Duration: 22nd May 2026 – 23rd April 2027

- Applicable to all authorized NetApp Partner SRs & SEs in India
- Valid for all NetApp opportunities in CMS (Corporate, Mid-market & SMB) segment only
- Enterprise, Government, Global accounts, and renewals are excluded
- Minimum PO value for Deal Closure OR Net New opportunity closure: USD 10,000 and above
- Only one claim is permitted per DR/Closure and per customer organization
- Incentives will be paid to the individual who submits the approved claim
- For all applicable incentives the Deal Registration must be raised via Partner Portal and need to be Partner-Sourced: else, the claims will be considered invalid.
- For Approved DR claims: DR# submission is mandatory
- For Deal Closure claims: DR# and SO# submission are mandatory
- Partner to approach Distributor for NetApp SO# details
- Claims must be submitted within 60 days from the date of NetApp invoice to Distributor
- TDS will be deducted as per applicable government tax regulations
- Payouts will be made on monthly basis's

Incentive Structure

- INR 3,000 per approved DR
- INR 10,000 each for Partner SR & SE on every eligible deal closure (USD 10,000 and above)
- INR 20,000 each for Partner SR & SE on every Net New Logo acquisition (USD 10,000 and above)
- Quarterly Champion Reward applicable for participants achieving a minimum of 3 Net New opportunities in a quarter
- Elite Performance Bonus applicable only on eligible Mid-Market closures
- Incentives will be validated independently by Tech Data & NetApp
- Tech Data & NetApp reserve the right to modify or discontinue the program/ incentives at any time
- Incentives are not stackable. Partner reps are eligible for any 1 incentive only
- For any clarifications/queries reach out to Sneha Suman - **Sneha.Suman@techdata.com**

Tech Data Terms & Conditions

- Partner should be registered with Tech Data India and NetApp.
- The PO to be placed on Tech Data Advanced Private Limited
- The PO value is Tech Data's base value (excluding taxes), net of any discounts, reversals and credit notes etc. to the partner.
- The conversion of PO value to the respective USD slabs will be based on spot rate on the date PO released
- The order value to be booked and billed within the scheme period to avail the benefits.
- Incentive Payout will be done through Amazon Voucher/Monthly
- Complete Quota should be achieved through Tech Data during the program period.
- This is purely a performance-based reward scheme for the purposes of market promotion to drive incremental business and therefore must not be construed in any manner as any frill or favors granted to the Partner by Tech Data. It will be a performance-based reward scheme.
- Partner organization Head / HR to nominate the beneficiaries of the Incentive package for their employees and inform Tech Data. Tech Data will not be responsible for any claim from any individual or representative of the Partner.
- Tech Data holds the discretion to deny the incentive package on code of conduct or legal grounds or any breach of applicable laws.
- The Partners and their employees shall at all times comply with applicable anti-corruption laws (including the United States Foreign Corrupt Practices Act) and any other applicable law or regulation and shall not offer, pay, promise to pay or authorize the payment of money or any other thing of value to any person with the corrupt intent to influence such person in an effort to obtain or retain business.
- This Partner Incentive Program is non-transferable and cannot be transferred to any other Partner or third party whether such third party is a registered partner of Tech Data.
- Partner shall have no recourse against Tech Data in the event Tech Data determines that Partner has failed to meet the eligibility criteria set out under this Partner Incentive Program.
- The beneficiaries will be responsible to pay all applicable taxes on the incentives earned under the said program to the appropriate authorities.
- Partner shall collect, process and transfer all personal data in connection with this T&Cs in accordance with the applicable privacy laws and regulations.
- This Agreement shall be governed by, construed, interpreted, and enforced in accordance with the laws of India and shall be submitted to the courts located in Mumbai, India in event of any dispute between the parties.
- Tech Data shall not be liable to the Partner or any third party for any consequential, special, punitive, direct or indirect damages, including lost profits or opportunities, even if it has been advised of the possibility of such costs or damages.
- In case of disputes / issues, decision of Tech Data & NetApp will be final & binding.



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