

2021 Q1 StrategicEdge Partner SPIFF Program

As a Lantronix StrategicEdge Partner – It is Time to Start Reaping the Benefits!!

Due to the program's success, we are extending the opportunity for you to earn more with Lantronix!

January 1st, 2021 through the end of the quarter (March 31, 2021) start earning valuable rewards for selling Lantronix products.

Here is how it works:

- \$25 visa card (or equivalent) for every new qualified opportunity registration*
- \$100 visa card (or equivalent) for a qualified F2F or Video Meeting with End Customer**
- **Eligible Products:**
 - All out-of-band products (SLB, SLC, EMG, KVM)
 - Routers (E series)
 - Trackers (all)
 - IoT Gateways (SGX products)
 - ConsoleFlow Management Software (including D2Sphere)
 - Device Servers

Terms & Conditions:

*** For \$25 visa card (or equivalent):**

- VAR must be registered as a StrategicEdge Level partner
- Must be a new demand created opportunity from the VAR
 - The VAR must have found and nurtured the customer/opportunity
- Opportunity cannot already be registered or existing in Lantronix's system
- Minimum opportunity size \$10,000 and must be registered to close by 6/30/2021
- Opportunity can be a mix of hardware and software
- Opportunity cannot be from a bid board of any kind
- VAR must fill out the "Lantronix Winner Information" form to receive award
- Visa cards will be shipped out within 60 days or sooner after the end of the quarter in which the Spiff was promoted

**** For \$100 visa card (or equivalent):**

- Meeting must have prior approval by Lantronix business develop management team. (Contact:

Doug Spinella at smartedge@lantronix.com)

- Meeting must include relevant participants from end customer, VAR and Lantronix team.
 - Pre-meeting between VAR and Lantronix is required prior to setting up the end customer meeting.
 - Examples of targeted customer attendees include:
 - Product Manager, Engineering Manager, Solutions & Networking Engineer, and Data Center Manager, etc.
- Key decision makers from the end customer prospect must be present
- Meeting to be focused on at least one of the Lantronix products defined above
- VAR must fill out the “Lantronix Winner Information” form to receive award
- Visa cards will be shipped out within 60 days after the end of the quarter in which the Spiff was promoted.
- VAR must be registered as a StrategicEdge Level partner



7535 Irvine Center Drive | Suite 100, Irvine, CA 92618

www.lantronix.com