

# PARTNER SALES INCENTIVE

## STEP 1

### COMPLETE APPLICATION

The participating partner representative completes the online incentive form and agrees to its terms.

## STEP 2

### REGISTER A DEAL

Complete the deal registration form to initiate the sales process.

## STEP 3

### CLOSE THE DEAL

Partners will receive incentive payments when qualified deals have been closed.

## Ready to get started?

Forms are available in the Phunware partner portal.

Fill out the online form at [phunware.com/partner/incentive](https://phunware.com/partner/incentive) and we'll get in touch.

## HOW ARE DEALS QUALIFIED?

Phunware qualifies deals using this criteria:

- The customer is net-new (not an existing Phunware customer)
- Phunware is not currently working any sales opportunities with the customer
- The deal size meets the minimum requirements for incentive (more info on page 2)
- The Phunware account manager holds a qualification call for the partner opportunity

## DEAL SIZE PAYMENTS

\$25,000 - \$74,999	\$300
\$75,000 - \$199,999	\$500
\$200,000 - \$499,999	\$800
\$500,000 - \$999,999	\$1,500
\$1 million+	\$2,000



## INCENTIVE TERMS AND CONDITIONS

- Incentives will be paid on a per-opportunity basis and only one payment per opportunity
- Payment will be made via American Express gift cards
- Payment cards will be sent directly to partner representatives at the address on their application form
- No retroactive payments will be authorized; deal registrations and closures must occur within the eligible timeframe to receive the incentive
- Deal size amounts represent the final figures after all partner discounts have been applied
- Representatives receiving more than \$600 within a single calendar year will need to complete a W-2. Phunware will provide and collect this form before funds in excess of that amount can be paid

**Contact [partnersales@phunware.com](mailto:partnersales@phunware.com) with questions or visit [phunware.com/partner/incentive](https://phunware.com/partner/incentive) to get started!**



[PHUNWARE.COM/PARTNER](https://phunware.com/partner)

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