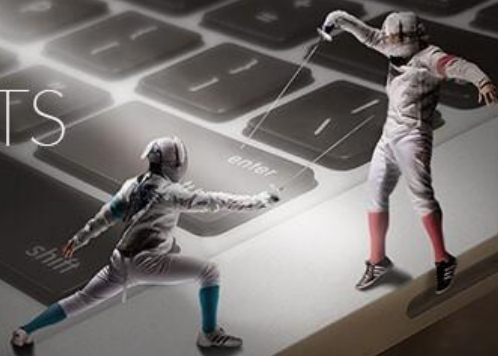


# WIN THE BATTLE TO SECURE YOUR ENDPOINTS

Advanced Endpoint Protection with Traps



## Palo Alto Networks Partner Promotion

### Secure Up the Endpoint & WIN!

We are rewarding partner sales reps for creating & closing new Endpoint / Traps opportunities

Earn up to \$500 per deal!

| Prizes                  |                                     |                               |
|-------------------------|-------------------------------------|-------------------------------|
| Deal Size               | Deal Register New Traps Opportunity | Close/Win the Registered Deal |
| \$33,000 - \$99,999 USD | \$100                               | \$200                         |
| \$100K + USD            | \$150                               | \$350                         |

### PLUS GRAND PRIZES

Earn points for every registered / closed opportunity and WIN MORE!

| 1 <sup>st</sup> Place | 2 <sup>nd</sup> Place | 3 <sup>rd</sup> Place |
|-----------------------|-----------------------|-----------------------|
| \$1,000               | \$500                 | \$250                 |

100 points for Deal Reg under \$100K | 150 points for Deal Reg \$100K+

200 points for closed/won deal under \$100K | 350 points for closed/won deal \$100K+

*\*Must have minimum of 3 entries to qualify*

Opportunities must be Deal Registered on or after 20th July 2017 and closed/won on or before 19<sup>th</sup> January 2018 to be eligible for prizes

# SECURE UP



## Here's How It Works

**Step 1** - Partner sales rep must enroll on the [Palo Alto Networks Secure Up the Endpoint](#) rewards site.

**Step 2** - Once a user account is created, partner rep must submit a separate claim for each eligible deal registration and each closed/won opportunity with the associated deal registration number. Eligible endpoint Traps opportunities must be opened on or after 20<sup>th</sup> July 2017 and closed/won on or before 19<sup>th</sup> January 2018 to be eligible for promotion payout rewards.

**Step 3** – Palo Alto Networks will conduct a validation review to determine eligibility of qualifying opportunity at the end of every month. Upon completion of validation process, eligible winners will be notified and promotion payouts will be furnished.

**NextWave Partner Sales Reps must [Register](#) to participate in the *Secure Up the Endpoint* Promotion and submit a claim for each eligible Deal Registration and Closed/Won opportunity in order to qualify for prizes**

# SECURE UP



## TRAPS ENDPOINT SECUREUP PROGRAM (PARTNER INCENTIVES)

Sponsored by Palo Alto Networks, Inc. ("Sponsor") NO ENTRY FEE. NO PURCHASE NECESSARY TO ENTER OR WIN.

**Promotion:** Under the Traps Endpoint SecureUp Program ("Promotion"), Sponsor's NextWave Reseller Partner Sales Representatives ("Participant" or "Participant(s)") have the opportunity to earn up to \$500 per Traps opportunity plus entry in a Grand Prize contest as follows:

- a) A gift voucher worth \$100.00 USD to Participants who Deal Register Traps opportunities with values ranging from \$33,000.00 USD through \$99,999.00 USD and 100 Grand Prize points;
- b) A gift voucher worth \$150.00 USD to Participants who Deal Register Traps opportunities with a minimum value of \$100,000.00 USD and 150 Grand Prize points;
- c) A gift voucher worth \$200.00 USD to Participants who close Deal Registered Traps opportunities with values ranging from \$33,000.00 USD through \$99,999.00 USD and 200 Grand Prize points;
- d) A gift voucher worth \$350.00 USD to Participants who close Deal Registered Traps opportunities with a minimum value of \$100,000.00 USD and 350 Grand Prize points; and
- e) A Grand Prize contest where:
  - a. The Participant with the highest number of points will win a gift voucher worth \$1,000.00 USD;
  - b. The Participant with the second highest number of points will win a gift voucher worth \$500.00 USD; and
  - c. The Participant with the third highest number of points will win a gift voucher worth \$250.00 USD.

(each a "Prize" and in combination the "Prize(s)"). Prize values are an estimate of proposed value and may be subject to change.

**Eligibility:** The Promotion is open to Participants world wide, except where prohibited, who are employed by a NextWave Reseller Partner in good standing, and who between the dates of 20<sup>th</sup> July 2017 and 19<sup>th</sup> January 2018 (the "Promotion Period") meet the following eligibility criteria:

- a) Participants must register for the program and eligible Traps Endpoint product or service sales opportunities must be properly submitted through the Promotion webpage for consideration.
- b) Deal Registration must be submitted via the Partner Portal & have Approved Deal Registration status to be eligible. All Deal Registration rules & regulations apply.
- c) Sale opportunities must be opened after 20<sup>th</sup> July 2017 and closed before 19<sup>th</sup> January 2018 to be eligible for winnings based on opportunity Deal Registration and closed/won opportunities.
- d) Closed opportunities are defined as Traps endpoint product or service sales where an end-user Purchase Order has been issued and accepted by 19<sup>th</sup> December 2018. Proof on such end-user Purchase Order may be requested before payment is furnished.
- e) Sales must be validated by Salesforce records, as determined by regional Traps Channel Sales Manager and Channel Marketing.
- f) Participants must have a minimum of three (3) entries to be eligible for the Grand Prize contest.

(the "Eligibility Criteria").

# SECURE UP.



Employees of Sponsor and its parent company, affiliates, subsidiaries, advertising, promotion, fulfillment or other coordinating agencies, individuals providing services to Sponsor through an outsourcer or temporary employment agency during the promotion, and their respective immediate family members and persons living in their same household, are not eligible to participate in the Promotion. Participation in the Promotion constitutes entrant's full and unconditional agreement to and acceptance of these Official Rules ("Official Rules"). Participant's participation in the Promotion assumes their employer's consent. **VOID WHERE PROHIBITED.**

**Prize:** The Prize will be awarded to the Participant(s) who in the sole opinion of Palo Alto Networks successfully complete the Eligibility criteria (as set out in clause 2). The Prize(s) will be delivered to Participants registered business address, or another business address reasonably agreed between the Participant and Sponsor. The Prize may not be combined or used in conjunction with any other promotion or offer.

Sponsor reserves the right to substitute a prize of equal value if for any reason a Prize is unavailable. The prize can neither be exchanged for cash nor any other product, nor under any circumstances may the value be set off against any outstanding amount owing to the Sponsor or its affiliates.

**Notification of Winners:** Winners will be notified by e-mail within ten (14) business days of the conclusion of the Promotion, and may be required to sign and return an affidavit of eligibility and publicity/liability release within seven (7) days of notification. If a selected winner cannot be contacted, is ineligible, fails to claim a prize and/or where applicable an affidavit of eligibility and publicity/liability release is not timely received, is incomplete or modified, the prize may be forfeited and an alternate winner selected from remaining valid, eligible entries timely submitted. In the event of a dispute regarding who submitted an entry, the entry will be deemed submitted by the authorized account holder of the e-mail account specified in the entry. "Authorized account holder" is defined as the natural person who is assigned to an e-mail address by an Internet access provider, online service provider, or other organization (e.g., business, educational institution, etc.) that is responsible for assigning e-mail addresses for the domain associated with the submitted e-mail address. No automatically generated entries will be accepted.

**Personal Information:** Sponsor may collect personal data about entrants online, in accordance with its privacy policy and as may be more specifically set forth in these Official Rules. Please review these Official Rules and Sponsor's privacy policy at [www.paloaltonetworks.com](http://www.paloaltonetworks.com). By participating in the Promotion, entrants hereby agree to Sponsor's collection and use of their personal information and acknowledge that they have read and accepted these Official Rules and Sponsor's privacy policy.

## **Additional Considerations:**

- By entering to play the Promotion, all entrants agree to be bound by these Official Rules. The Promotion is offered by Sponsor, which is not responsible for (i) late, lost, delayed, damaged, postage-due, incomplete, illegible, misdirected or undeliverable entries, responses, or other correspondence, whether by, form fill, e-mail or postal mail or otherwise; (ii) theft, destruction, unauthorized access to or alterations of entry materials; or (iii) phone, electrical, network, computer, hardware, software program or transmission malfunctions, failures or difficulties.
- Participants represent and warrant that acceptance of any compensation from hereunder will not violate any law, regulation, contract or conflict of interest policy and/or use bribes, kickbacks, illegal gratuities or other corrupt practices in connection with this agreement. All payments made hereunder are to Nextwave Reseller Partner Sales Representatives as part of this Promotion and may not be used for, nor construed as, a bribe or to influence in any way end customers in violation of the Foreign Corrupt Practices Act, U.K. Bribery Act or any other applicable anti-bribery statute.

# SECURE UP.



- By participating in the Promotion, each entrant agrees to release, indemnify, defend and hold Sponsor and its parent, affiliates, subsidiaries, directors, officers, employees, sponsors and agents, including advertising and Promotion agencies, and assigns, and any other organizations related to the Promotion (the “Released Parties”), harmless from any and all claims, injuries, damages, expenses or losses to person or property and/or liabilities of any nature that in any way arise from participation in the Promotion or acceptance or use of the prize or parts thereof, including, without limitation, (i) any condition caused by events beyond Sponsor’s control that may cause the Promotion to be disrupted; (ii) any injuries, losses, or damages (compensatory, direct, incidental, consequential or otherwise) of any kind arising in connection with or as a result of the prize, or acceptance, possession, or use of the prize, or from participation in the Promotion; and (iii) any printing or typographical errors in any materials associated with the Promotion.
- IN NO EVENT WILL THE RELEASED PARTIES BE LIABLE TO ENTRANT FOR ANY DIRECT, SPECIAL, INCIDENTAL, EXEMPLARY, PUNITIVE OR CONSEQUENTIAL DAMAGES (INCLUDING LOSS OF USE, DATA, BUSINESS OR PROFITS) ARISING OUT OF OR IN CONNECTION WITH ENTRANT’S PARTICIPATION IN THE PROMOTION, WHETHER SUCH LIABILITY ARISES FROM ANY CLAIM BASED UPON CONTRACT, WARRANTY, TORT (INCLUDING NEGLIGENCE), STRICT LIABILITY OR OTHERWISE, AND WHETHER OR NOT THE RELEASED PARTIES HAVE BEEN ADVISED OF THE POSSIBILITY OF SUCH LOSS OR DAMAGE.
- Except where prohibited, by participating in the Promotion and/or winning any prize, entrant/winner consents to the use of his/her name, photo and/or likeness, biographical information, entry and statements attributed to entrant/winner (if true) for advertising and promotional purposes, including without limitation, inclusion in Sponsor’s newsletters, website(s), social media web pages such as Facebook, Twitter and Instagram without additional compensation. All entries become the property of Sponsor and none will be acknowledged or returned.
- By participating in this Promotion, Participant(s) acknowledge and agree that it will be liable for any tax or statutory requirements arising out of participation in this Promotion, including the receipt of any prizes. Incentive payments are considered income for tax purposes and Sponsor will report earnings, as required by applicable law.
- Sponsor reserves the right, in its sole discretion, to cancel, modify or suspend the Promotion in whole or in part, in the event of fraud, technical or other difficulties or if the integrity of the Promotion are compromised, without liability to the entrant. Sponsor reserves the right to disqualify any entrant or winner, as determined by Sponsor, in its sole discretion. Sponsor’s decision in interpreting or determining these rules and on the validity of any entry shall be final and binding. The Promotion is subject to these Official Rules and all applicable federal, state, provincial and local laws and regulations apply. As stated above, the Promotion is void where prohibited or restricted by law.
- These Official Rules are governed by the law of the State of California, excluding rules governing choice of laws. Any action, suit or case arising out of, or in connection with, this Promotion or these Official Rules must be brought in either the federal courts located in the Northern District of California or the state courts located in Santa Clara County, California.

**Sponsor’s Address:** 4401 Great America Parkway, Santa Clara, California 95054, United States.