

Program Qualifications, Benefits, and Rewards for each CTC partner level; determined based on CSP sales + customer activations

<u>Ascend</u> Level (Stage-1)	<u>Accelerate</u> Level (Stage-2)	<u>Altitude</u> Level (Stage-3)
CTC Qualifications:		
Currently authorized for reselling Microsoft CSP + registered for the CTC webinar series	Currently authorized for reselling Microsoft CSP + registered for the CTC webinar series	Currently authorized for reselling Microsoft CSP + registered for the CTC webinar series
Minimum of 1-3 CSP customers activated in past 12-months	Minimum of 4-24 CSP customers activated in past 12-months	Minimum of 25+ CSP customers activated in past 12-months
Minimum Microsoft CSP revenue requirements – N/A	Minimum of \$15k per month in Microsoft CSP O365 <u>or</u> Azure revenue	Minimum of \$50k per month in Microsoft CSP O365 <u>or</u> Azure revenue
CTC Benefits:		
O365 CSP Ascend Margins: <u>6%</u> off MSRP for nonprofit SKUs* + <u>16%</u> off MSRP for gov., edu., & commercial SKUs*	O365 CSP Accelerate Margins: <u>8%</u> off MSRP for nonprofit SKUs* + <u>18%</u> off MSRP for gov., edu., & commercial SKUs* <u>or</u>	O365 CSP Altitude Margins: <u>10%</u> off MSRP for nonprofit SKUs* + <u>20%</u> off MSRP for gov., edu., & commercial SKUs* <u>or</u>
Azure CSP Ascend Margins: <u>12%</u> off MSRP for all Azure CSP SKUs* + <u>2%</u> off MSRP for all Azure RI SKUs*	Azure CSP Accelerate Margins: <u>13%</u> off MSRP for all Azure CSP SKUs* + <u>2%</u> off MSRP for all Azure RI SKUs*	Azure CSP Altitude Margins: <u>15%</u> off MSRP for all Azure CSP SKUs* + <u>4%</u> off MSRP for all Azure RI SKUs*
Ascend Partner Support: SYNNEX CLOUDSolv Partner Support options + access to monthly live webinars/on-demand Business Transformation resources	Accelerate Partner Support: SYNNEX CLOUDSolv Partner Support options + Cloud Development Rep in the SYNNEX office + quarterly QBR with dedicated account manager + discounted SYNNEX software services	Altitude Partner Support: SYNNEX CLOUDSolv Total Care Support + one-on-one consultations for cloud business acceleration + semiannual in-person partner strategic planning visits + end-user demand generation opportunities
Marketing Development – Ascend (stage-1): ContentMX Ready-Made Marketing campaigns + CTC-exclusive discounted pricing for packages available from Nurture Marketing**	Marketing Development – Accelerate (stage-2): Content & Data Booster package to support your overall customer engagement, valued at <u>\$3k</u> (+ full access to ContentMX campaigns)**	Marketing Development – Altitude (stage-3): Modern Marketing offerings for partners to choose any 1-MDF package per half, valued at <u>\$5k</u> (+ full access to ContentMX campaigns)**
CTC Rewards:		
Semiannual Grand Prize Getaway – 7-winners total (1 from each of the following categories), every half : 1. Top Growth –Azure 2. Top Growth –O365 3. Top Growth –CSP 4. Top Revenue –Azure 5. Top Revenue –O365 6. Top Revenue –CSP 7. Most Partner Referrals Winners*** can each bring +1 guest, for an exclusive getaway – formal dates and locations to be announced as soon as available		

* Some exclusions apply – contact your SYNNEX account manager for details

** Limited availability; first come, first served

*** Winners can qualify for one category per period; eligible pending completion of W9 tax form

