

Cash in on H1 2024

Fresh New Year, New Big Deals



Image by Freepik

Go Big with GoTo! With the Large Deal incentive you can now earn up to **\$15,000 USD**. Add a large deal in 2024. The earlier you close, the more you can earn!

Any combination of GoTo products* that results in a qualifying minimum MRR amount, with a minimum 2-year agreement, will earn the following one-time payout:

Payouts:



\$10K+ MRR = **\$15K USD payout**
\$7,501 – \$9,999 MRR = **\$10K USD payout**
\$5K – \$7,499 MRR = **\$5K USD payout**

Q1 close earns **100%** of listed payout amount

Q2 close earns **75%** of listed payout amount

*Sales of GoTo Contact Center Pro do not qualify and will not count towards deal calculations.

Terms and Conditions

Promotion Period. The Promotion Period begins January 1, 2024 and continues through June 30, 2024. Deals in funnel previous to Jan 1 do not qualify towards this promotion. To count a Closed Deal within the Promotion Period, the customer must have signed paperwork before midnight on the last day of the Promotion Period. GoTo reserves the right to reduce the duration of the Promotion Period on no less than 14 calendar days' advance notice.

Eligibility. Deals must be entered through Partner Exchange and have the **"GOBIG\$\$24"** campaign code attached.

Maximum Incentive Amount. No maximum payout limit for any one partner during the incentive period. All amounts paid to the Master Agent pursuant to the terms of your agreement. Each qualifying deal will only be eligible for one payout tier.

No Combination. This incentive program cannot be combined with any other incentive or similar offers provided by GoTo. Qualifying deals will only count towards one GoTo incentive calculation. (Quarterly Multiplier Program is excepted)

Payment & Taxes. Payment of any incentives will be made within 45 days of the end of the Promotion Period and will be paid in the same currency in which you generally receive your commission payments. You are responsible for all tax reporting and payment associated with the incentives. Deals must be both registered via Partner Exchange and closed within the Promotion Period. Closed deals must meet minimum seat requirements and/or contract values to qualify for any payout.

Chargebacks. GoTo may apply chargebacks for any deals that do not complete the demo during the Promotion Period. For the purposes of this program, the "chargeback" amount is equal to the cash equivalent of the incentive provided (including taxes and shipping). This is in addition to any other chargebacks that may apply under your Authorized Agent or Master Agent Agreement with GoTo.

Relationship to Agreement. Incentives provided under this incentive program are in addition to, and will be paid separately from, standard commissions calculated under the Authorized Agent or Master Agent Agreement you have executed with GoTo. Contracted Reseller Partners must be set up as a vendor in GoTo AP system in order to be eligible to participate and receive cash payments.

Questions? Contact your GoTo Partner Manager.

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The Outlook is Great with an eXtra 8!

Q1 Multiplier



EARN

2X

Every qualified GoTo Resolve, LogMeIn Rescue, Central or MDM sale can earn 2X with a 24 month term* (1X for 12 months)

*no seat or endpoint minimums

OR

Every qualified GoTo Connect, GoTo Contact Center, GoTo Customer Engagement or Essentials Bundle sale of 1-4 seats can earn 2X with a 24 month term.

EARN

4X

5-50 seats
(2X for 24 months)

EARN

5X

51-250 seats
(3X for 24 months)

EARN

6X

251-500 seats
(4X for 24 months)

EARN

7X

501-1499 seats
(5X for 24 months)

EARN

8X

1500+ seats
(6X for 24 months)

+1X

For an additional 1X

Add*

GoTo Contact Center Complete or Customer Engagement

OR

Managed Services/VIP Support Packages**

OR

GoTo Resolve, LogMeIn Rescue, Central, MDM

OR

Annual Pre-pay

*Additional 1X awarded for only any one of the above items.

**Managed services/VIP support package cannot be discounted to qualify for additional 1X.

Terms and Conditions:

This offer applies to Authorized Agent members of the GoTo Partner Network in North America and EMEA for Q1 2024.

- All opportunities must be entered through Partner Exchange to qualify for any multiplier payout. Opportunities including the Essentials Bundle must be registered both for GoTo Connect and GoTo Resolve at the time the deal is registered.
- Customers purchasing GoTo Contact Center must be existing GoTo Connect customers. New customers are considered those who have not previously purchased the product in question. ie: A current GTC customer who is not currently purchasing GoTo Resolve would be considered a 'new' GoTo Resolve customer. A current Rescue customer who is not currently purchasing GTC would be considered a 'new' GTC customer. A current GoTo customer who is not currently purchasing GoTo Contact Center Complete or Customer Engagement would be considered a 'new' Contact Center customer. Minimum qualifying contract length for GTC products is 24 months unless otherwise specified.
- Free or discounted hardware (Yealink T33, Poly VVX250, Poly E100 and BR Yealink UH33) are only eligible for new accounts with five or more total users/seats, a contract term length of 36 months or more, pricing at standard tiers, and DIDs sold at or above floor price. If current listed handsets are not available, a request for substitute handsets must be approved by GoTo Finance before contracts are accepted. Combined total of free handsets not to exceed 50. Low usage seats, SIP trunks or conference lines are not eligible for multiplier calculations or hardware minimums. Accounts with fewer than five seats are eligible for multiplier calculations up to 2X on 1-4 seats, but not for hardware.
- This offer begins January 1, 2024 and continues through March 31, 2024 (the "Promotion Period") and applies only to new customers (excludes add-on/ renewal orders). The new 2X for 1-4 seats on GTC products is available only for 24-month or longer deals closed during the promotion period. Those deals can only have a maximum 25% service discount and no hardware discount. Maximum multiplier for 1-4 seats is 3X. To count a deal within the Promotion Period, the customer must have signed a contract with GoTo before midnight on the last day of the Promotion Period. GoTo reserves the right to reduce the duration of the Promotion Period on no less than 14 calendar days' advance notice.
- The seat quantities will not be calculated by adding the seat quantity of each product together. Sales of Contact Center Pro do not qualify or count towards multiplier calculations. The applicable incentive amount will be determined based on the product with the higher seat quantity.
- This offer cannot be combined with any other promotions or discounts.
- GoTo may hold payments or apply chargebacks for any deals (1) not installed (or adequately progressing toward installation in GoTo's judgment) within 180 days of customer signature, or (2) canceled before the customer's first payment for services, or (3) customers who cancel or withhold payments for services within the first 6 months after first payment. For the purposes of this program, the "chargeback" amount is equal to the cash equivalent of the incentive provided (including taxes and shipping). This is in addition to any other chargebacks that may apply under your Authorized Agent or Master Agent Agreement with GoTo.
- Additional 1 X is available on only ONE of the following add-ons:
 - GoTo Contact Center Complete or Customer Engagement sale in addition to GoTo Connect.
 - Managed services/VIP Support Packages must be sold with no discount.
 - GoTo Resolve, Rescue, Central or MDM sale in addition to GoTo Connect, GoTo Contact Center, GoTo Customer Engagement or Essentials Bundle.
 - Annual pre-pay is minimum 24 month contract with annual amount being paid upfront.
- You must be an active Partner on file with GoTo and eligible to participate based on your (or your Technology Service Broker's, or distributor's (collectively, "Master Agent") Partner agreement with GoTo (as determined in its' sole discretion).
- GoTo reserves the right to change, edit or amend the details and/or terms and conditions of any incentive at any time.