



## **Our Technology. Your Benefits.**

Say YES to our Most Valuable Partner (MVP) 2023 Program with AvePoint Elements by your side! Our MVP 2023 Program is aimed at helping you—our exclusive Ingram Micro Partner—convert new customers, accrue revenue, have fun, and get rewarded too.

Whether you're hoping to attract new clients, score a rebate, add marketing investment dollars to your account, or deliver exceptional customer service, we will ensure you exceed all your goals.

We pride ourselves on making technology work for you. Our products are sold exclusively to and through you, the partner, making it even easier for businesses of any size—and you as a managed services provider or reseller—to take advantage of our award-winning solutions and innovative technologies.

## **Profitability isn't just a possibility—it's guaranteed!**

AvePoint Elements loves #WINNING! And that's why we love investing in the success of partners like you—because you're the MVP in our Super Bowl of software solutions.

Want to win big? Well, as you sell more seats of AvePoint software, you'll qualify for higher program tiers, which puts even more market development funds (MDF) in your pocket.

But that's not all...keep reading to find out how this works.

## **Heavy metal tiers & requirements**

Whether you're a Gold, Silver, or Bronze Partner, you're eligible to earn thousands in Market Development Funds (MDFs) to help drive your business forward—all you need to do is fill AvePoint seats for Microsoft 365, Dynamics 365, Salesforce, or Google Clouds.

Our Elements MVP 2023 Program offers an MDF rewards program for our qualifying partners, based on monthly recurring seats (for the fiscal year, as of December 31<sup>st</sup>, 2023) that've been held for at least 3 months. These MDFs are payable directly to you for use in the following fiscal year for the purpose of marketing to generate new Microsoft 365 and AvePoint software clients.

Tier	Minimum monthly recurring seat requirement	MDF for Collaboration Security, Cloud Backup for Microsoft 365, Dynamics 365, Salesforce	MDF for Collaboration Security (BYOS), Cloud Backup for Exchange Online + OD4B; BYOS Cloud Backup for M365, Cloud Backup for Google Workspace
Gold	5,000	\$11,500	\$5,750
Silver	2,500	\$5,500	\$2,750
Bronze	1,000	\$2,500	\$1,250

MDFs are payable to you, the partner, net 45 days after the year end (December 31). In order to receive funds, you must invoice AvePoint directly. Your partner tier must be verified with AvePoint directly. Reach out to your AvePoint or Ingram Micro representative to get the invoicing details for your region and currency.

### Our rebates are great!

Partner up with AvePoint to make even MORE money! We not only offer year-end marketing dollars, but we continue to pay you, our partner, for adding net new seats of the AvePoint SaaS solutions every quarter. So, the better you put your marketing dollars to use, the more quarterly rebates you'll accrue. Quarterly rebates will be credited directly to your Ingram Micro account, and can be put to use at your discretion.

Term	Rebate
For every 250 net new seats per Quarter of: <ul style="list-style-type: none"> <li>• Collaboration Security Bundle(s)</li> <li>• Cloud Backup for Microsoft 365</li> <li>• Cloud Backup for Dynamics 365</li> <li>• Cloud Backup for Salesforce</li> </ul>	\$500
For every 250 net new seats per Quarter of: <ul style="list-style-type: none"> <li>• BYOS Collaboration Security Bundle(s)</li> <li>• Cloud Backup for Exchange Online, OD4B</li> <li>• BYOS Cloud Backup for M365</li> <li>• Cloud Backup Core for M365 (3-year retention)</li> <li>• Cloud Backup for Google Workspace</li> </ul>	\$250
For every 250 net new seats per Quarter of: <ul style="list-style-type: none"> <li>• PI (Policies &amp; Insights) for M365</li> <li>• Cense for M365 License Management</li> <li>• Cloud Backup for Azure Active Directory</li> </ul>	\$100



Rebates are credited to your Ingram Micro account 45 days after quarter close dates (March 31, June 30, September 30, December 31).

If you needed more reasons to go out and sell, sell, sell...now you've got them. But don't delay because offers like these won't last forever!

**Additional program terms:**

MVP program rebates & MDF cannot be combined with any other AvePoint offers or discounts.