

NEW FY27 PARTNER INCENTIVES

Partner & PAM Reference | Pre-announcement at Extreme Connect
Partner Summit, May 4, 2026

REWARDING THE FULL CUSTOMER LIFECYCLE

Beyond the Initial Deal

Today, most partner incentives are tied to **Land**—the first stage of the LAER lifecycle: **Land, Adopt, Expand, Renew**.

In FY27, we broaden our approach to reward the full lifecycle, adding new incentives for Adopt, Expand, and Renew, alongside existing Land programs (MDF, Deal Registration, Performance Rebate).

We are also introducing a **time-bound Deal Registration Price Guarantee** through **November 1, 2026**, to help protect partner economics.

ADOPT · NEW

Extreme Platform ONE™ Adoption Rebate

A pay-per-license incentive to get customers live on Extreme Platform ONE quickly.

Structure: 3-month early activation bonus (higher rate) + 6-month standard bonus (lower rate). One bonus per license.

Targets: Adoption rates are set above today's averages, so partners earn for outperformance.

Tracking: New partner-facing dashboard tracks activated licenses.

Launch: Rebate Period 2 (July 2026) | Eligibility: Authorized, Gold, Diamond, Diamond Elite | Min. 50 licenses sold.

EXPAND · NEW

MSP Net-New Logo Bonus

Shift MSP growth from a billing model to a growth engine—reward net-new customers over conversions.

Structure: Flat, tiered cash rebate paid per qualifying net-new MSP customer logo. Simple, predictable, capped exposure.

Tiers (by license count): Min. 25 licenses sold | Tiers: 25–100, 100–500, 500+.

Qualifying: Net-new logo via Deal Reg Tier set from hardware BOM at PO | Paid quarterly upon hardware shipment, to partner entity.

Launch: Rebate Period 2 (July 2026) | Booking window: Jul 1 – Dec 31, 2026 | Tracking metrics included

RENEW · NEW

Renewal Performance Bonus

A first in Extreme history — a dedicated renewal rebate, layered on top of the Performance Rebate.

Structure: Tiered bonus driven by in-quarter renewal rate and volume. Stronger performance = higher rebate.

Tiers: Base (existing service rebate) · Tier 1 (strong performance) · Tier 2 (outstanding performance).

Focus: Especially the long tail of down-market renewals where value has been left on the table.

Tooling: New Partner Renewals Dashboard gives full visibility into upcoming renewals, so partners get ahead, instead of chasing.

Launch: Rebate Period 2 (July 2026) | Layered on top of existing Performance Rebate

PROMOTION · MAY 1–NOV 1, 2026

Deal Registration Price Guarantee (DRPG)

Predictable pricing in an unpredictable market—partners are protected from pricing changes during the promotion window.

Eligibility: Any new or existing approved Deal Registration. Price guarantee applies to approved DR closed/won deals only.

Booking deadline: Opportunities must be closed/won by November 1, 2026.

Restriction: Orders must not have a future CRD.

Shipment: Orders may ship after November 1.

Announcement: May 4, 2026 (Partner Summit) | Promotion period: May 1 – Nov 1, 2026

Detailed program documents to follow ahead of launch.