

## Forcepoint Federal Spiff

### Forcepoint ONE - Federal Channel Sales Incentive Program

Start earning more money with our NEW Forcepoint Federal Spiff Program! Below are a set of Frequently Asked Questions (FAQ's) to help you understand what's on offer and how you can take maximum advantage.

We've tried to cover as many questions as possible, however if there's anything additional you'd like to discuss, or ask us please don't hesitate to contact your Channel Account Manager or email [federalchannel@forcepointgov.com](mailto:federalchannel@forcepointgov.com)

### Frequently Asked Questions (FAQ's)

#### Q1. What Product can I earn a Spiff on?

- Forcepoint ONE, is our Zero trust solution suite – find out more by visiting our website ([forcepoint.com](https://forcepoint.com)) or our [Partner FAST page](#)
- PLEASE NOTE that the Federal Spiff Program is separate to the recently launched Forcepoint Rewards incentive

#### Q2. How do I earn the Spiff?

There are 3 different Spiffs up for grabs, they are as follows;

- An approved **Net New Deal registration** will get you **\$100**
- A Completed **Proof of Concept (POC)** will get you **\$500**
- **Closing** a Net New **Opportunity** with Deal Registration will get you **\$250**
- So that's a potential **TOTAL of \$850!**

#### Q3. Who is eligible for the Spiff?

The Spiff is open to all Authorized Forcepoint Federal channel partner Sales Representatives and Sales Engineers, with the end user being a US Federal Government customer.

#### Q4. How will the Spiff be paid?

The spiff will be paid on a pre-paid visa card at the end of each quarter.

#### Q5. How long is the Spiff Program running for?

Initially, the program is set to run from 7/28/22 until 7/31/2023, or until the funding runs out (whichever comes sooner).

#### Q6. Is there a limit on what I can earn via this Spiff Program?

No, each Spiff is based on a unique customer – however, there's no limit on how many unique customers you can earn a Spiff on, so the more you bring, the more you earn!

#### Q7. How do I register the Spiff?

There's no need to do anything different from what you'd do today. Simply submit a Deal Registration for your opportunities through the Partner Portal.

If you need any help or guidance on doing this, please contact your Channel Account Manager or email [federalchannel@forcepointgov.com](mailto:federalchannel@forcepointgov.com)

## Q8. Is there anything I should do to help understand and sell Forcepoint ONE?

You'll need to complete the Forcepoint ONE Sales and Admin certifications, if not already done so.

- [Forcepoint ONE Sales Training](#)
- [Forcepoint ONE Admin Training](#)

We also recommend that you fully educate yourself on the Forcepoint ONE solution. Visit [forcepoint.com](https://forcepoint.com) and watch the virtual demos on Forcepoint's Tech Talk YouTube channel to help you find the ideal customers.

## Q9. I'm still unclear on what I need to do?

We are here to help you sell – so please reach out to your Channel Account Manager or contact us on [federalchannel@forcepointgov.com](mailto:federalchannel@forcepointgov.com)

## Q10. Are there any specific Terms and Conditions related to the Spiff?

Yes – below are the Terms and Conditions for the Forcepoint ONE Federal Spiff program

- Forcepoint Federal Rewards are available to any eligible Federal Channel Partner representatives with an active and valid membership in the Forcepoint Federal Channel Partner Program who remain in good standing with Forcepoint throughout the Incentive Period.
- Partner representative is responsible for taxes and fees (U.S.)
- An individual will only be taxed if their cumulative rewards earnings surpass \$599 in a calendar year. This only applies for US.
- For example - If a US participant earns \$100, they'll keep the full amount and not be taxed on it.
- This program will not facilitate tax filing for participants
- Forcepoint may suspend, modify, or terminate this Incentive, in whole or in part, for any reason, at any time, without notice.
- Forcepoint, at its sole discretion, may disqualify any Federal Channel Partners, and New Opportunities from this Incentive for any reason, including actual or suspected violation of Forcepoint anticorruption or export compliance policies. All decisions related to this Incentive, including eligibility, qualifying Customers and New Opportunities, will be made by Forcepoint at its sole discretion and are final.
- Additional terms and conditions may apply
- Program runs 7/28/22 until 7/31/2023

## About Forcepoint

Forcepoint simplifies security for global businesses and governments. Forcepoint's all-in-one, truly cloud-native platform makes it easy to adopt Zero Trust and prevent the theft or loss of sensitive data and intellectual property no matter where people are working. Based in Austin, Texas, Forcepoint creates safe, trusted environments for customers and their employees in more than 150 countries.

## Further information

If you have any further questions or would like to discuss any of the above in more detail, please don't hesitate to get in touch using the contact details provided.