

# THE \$5K

## AI POWER-PLAY

Secure a **\$5K SPIFF** for completing a Cato AI Security POV.  
Show the value, run the proof, and earn \$5K!



### HOW TO QUALIFY

- › Net-New Prospects/Customers only.
- › Completion of a Cato AI Security POV.
- › Opportunities must be for companies that are considered Global 2000, Fortune 500, or with more than 25,000 employees.
- › Registered and Approved Deal Reg.



#### Master the Pitch

› [Cato AI Security Training & Sales Enablement](#)

Don't just sell, consult with confidence. Our training is designed to turn you into a certified AI Security expert in record time. Learn the nuances of securing LLMs and shadow AI so you can walk into that C-Suite ready to win.

› [The Cato AI Security Command Center](#)

Access the latest battlecards, pitch decks, and technical deep-dives to show your prospects why Cato is the only choice for the AI era.



#### Cato AI Security Products

› [AI Security for Users:](#)

Enabling safe, governed use of AI productivity tools without sacrificing security or compliance.

› [AI Security for Apps:](#)

Securing homegrown applications and agents that use AI — protecting against model abuse, data leakage, and unauthorized actions.



#### Stack Your Rewards!

Earn beyond the \$5K POV reward.

**The Milestone SPIFF:**

These opportunities remain eligible for our Milestone SPIFF rewards at Stages 2, 4, and Closed/Won.

**Translation:** You get paid to start it, progress it, and to close it.



#### Join The Ranks Of The Elite

Cato AI Security is trusted by Fortune 500 companies and is the backbone for global innovators who demand AI-native security.



### Terms & Conditions Apply

|                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
|-------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Eligible Partners | <ul style="list-style-type: none"><li>• Authorized Cato Partners worldwide including Resellers, Integrators, MSPs, Service Providers, Aggregators, Agents, and Referrals</li><li>• Distributors, TSDs<sup>1</sup>, government-owned partners (full or partial) are not eligible</li></ul>                                                                                                                                                                                                                                                                                                                                                                                                       |
| Eligible Deals    | <ul style="list-style-type: none"><li>• New Customers<sup>2</sup> only</li><li>• Upsells, Cross-sells and Renewals do not qualify</li><li>• Non-governmental customers</li><li>• Deal must be registered via Cato's Partner Portal and approved by Cato between May 1st, 2026, and December 24th, 2026 (the "Eligibility Period")</li><li>• Eligible opportunity must reach Stage 4<sup>3</sup>, "Propose", status during the "Eligibility Period"</li><li>• Reserved for the first 10 AI Security completed POVs for companies that are considered Global 2000, Fortune 500, or with more than 25,000 employees</li></ul>                                                                      |
| Reward Payment    | <ul style="list-style-type: none"><li>• Partner AE to receive \$5,000 for each qualifying opportunity</li><li>• No retroactive payments or adjustments will be made</li><li>• Beneficiary may choose from payment options offered by Cato's third-party payment vendor</li><li>• Reward payments will be issued approximately 60 days from the Eligibility Date</li></ul>                                                                                                                                                                                                                                                                                                                       |
| Additional Terms  | <ul style="list-style-type: none"><li>• Cato Networks may amend SPIFF qualifications, mechanics and dates, or terminate the program at any time without prior notice</li><li>• If your organization does not wish to participate in this SPIFF program, Partners may opt out by visiting our <a href="#">SPIFF Opt OUT</a> page</li><li>• Reward payment beneficiaries will be required to accept Cato's further conditions of payment by visiting the <a href="#">Beneficiary T&amp;Cs</a> page, register with Cato's third-party payment vendor, and accept its terms of use</li><li>• Stackable with other current promotions unless otherwise specified in the promotion T&amp;Cs</li></ul> |

TSD<sup>1</sup> = Technology Service Distributor

New Customers<sup>2</sup> = the initial Order from a Customer that has not previously purchased any product or service from Cato, either directly or through a third party

Stage 4<sup>3</sup> = Technical Validation has been completed. Discussions are now focused on the commercial and legal aspects

Employee count to be verified via ZoomInfo

Move it Forward. Get Paid Along the Way.

Cato's 2026 Milestone SPIFF

Get Fast Payouts with a New Cato Customer

Get ready to earn big with Cato's **2026 Milestone SPIFF**, where your technical expertise and sales momentum pay off!

Bring in **new, qualified Cato prospects** now through **December 24<sup>th</sup>, 2026**, register the **deals**, and **earn \$\$\$** as you progress toward your win!

SPIFF Highlights:

- Find new prospects and earn all year
  - Earn \$ three ways for driving new sales
  - Monthly payout cycle for a fast reward
- Earn \$ along the way as deals progress to closed/won – more than \$1,000 for each opportunity!

Find, Sell and Earn Money Progressing Deals To Closed/Won

| Opportunity Stage<br>Milestone | Deal Value \$<br>ACV <sup>1</sup> | SPIFF Recipient | Reward \$<br>per Beneficiary |
|--------------------------------|-----------------------------------|-----------------|------------------------------|
| Stage 2                        | \$50K and above                   | Seller          | \$150                        |
| Stage 4                        | \$50K and above                   | Seller + SE *   | \$300 <small>each</small>    |
| Closed Won                     | \$50K and above                   | Seller + SE *   | \$700 <small>each</small>    |

\* Partner SE MUST be a key contributor to the successful completion of the Technical Validation to qualify

Terms and Conditions

|                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|-------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Eligible Partners | <ul style="list-style-type: none"><li>Authorized Cato Partners worldwide including Resellers, Integrators, MSPs, Service Providers, Aggregators, Agents, and Referrals</li><li>Distributors, TSDs<sup>2</sup>, government-owned partners (full or partial) are not eligible</li></ul>                                                                                                                                                                                                                                                                                                                                                                                                                     |
| Eligible Deals    | <ul style="list-style-type: none"><li>New Customers<sup>3</sup> – includes SASE and AI Security</li><li>Upsells, Cross-sells and renewals do not qualify</li><li>Non-governmental customers</li><li>Deal must be registered via Cato's Partner Portal and approved by Cato between January 1<sup>st</sup>, 2026, and December 24<sup>th</sup>, 2026 (the "Eligibility Period")</li><li>Qualifying opportunities must reach the qualifying milestone/stage within the Eligibility Period as reflected in Cato's CRM<ul style="list-style-type: none"><li>Stage 2<sup>4</sup></li><li>Stage 4<sup>5</sup></li><li>Closed Won<sup>6</sup></li></ul></li></ul>                                                |
| Deal Size         | <ul style="list-style-type: none"><li>At least \$50K net ACV<sup>6</sup> to Cato as reflected in each of the milestones outlined in accordance with the table herein</li><li>Closed Won deals must reflect at least \$50K net ACV<sup>3</sup> to Cato as reflected in the PO submitted to Cato</li></ul>                                                                                                                                                                                                                                                                                                                                                                                                  |
| Reward Payment    | <ul style="list-style-type: none"><li>Reward amount will be determined in accordance with the table herein</li><li>No retroactive payments or adjustments will be made</li><li>Beneficiary may choose from payment options offered by Cato's third-party payment vendor</li><li>Reward payments will be issued approximately 60 days from the Eligibility Date</li></ul>                                                                                                                                                                                                                                                                                                                                  |
| Additional Terms  | <ul style="list-style-type: none"><li>Cato Networks may amend SPIFF qualifications, mechanics and dates, or terminate the program at any time without prior notice</li><li>If your organization does not wish to participate in this SPIFF program, Partners may opt out by visiting our <a href="#">SPIFF Opt-OUT page</a></li><li>Reward payment beneficiaries will be required to accept Cato's further conditions of payment by visiting the <a href="#">Beneficiary T&amp;Cs page</a>, register with Cato's third-party payment vendor, and accept its terms of use</li><li>Combinable with FTNT Takeout and other current promotions unless otherwise specified in the promotion T&amp;Cs</li></ul> |

ACV<sup>1</sup> = Annual Contract Value

TSD<sup>2</sup> = Technology Service Distributor

New Customers<sup>3</sup> = Initial Order from a Customer that has not previously purchased any product or service from Cato, either directly or through a third party

Stage 2<sup>4</sup> = Define scope & success criteria, differentiate from competitive alternatives. Build key stakeholders. Technical validation discussion is taking place, to decide on validation path: PoV, Partner Run PoV, Test Drive, Demo, no Technical Validation. Technical validation date has been defined

Stage 4<sup>5</sup> = Technical Validation has completed. Discussions are now focused on the commercial and legal aspects

Closed Won<sup>6</sup> = Order Entry has processed the order (Service has been activated. Invoice has been generated)