

PROMOTIONAL ANNOUNCEMENT

QUANTUM PROSPECT+ INCENTIVE PROGRAM

Date: April 1, 2026

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Applicable Regions: NA, EMEA, LA

External Distribution: Expert VARs, Premier VARs, Registered VARs, Distributors

INTRODUCTION

The Quantum **Prospect+** Incentive Program is designed to reward Quantum Alliance partners for identifying, winning, and closing new business opportunities for Quantum products. The program provides direct, lucrative incentives to eligible certified sales representatives who expand Quantum's customer footprint and displace competitive solutions.

Prospect+ rewards qualified partner sales representatives with substantial cash incentives—up to **\$40,000** per opportunity—for driving eligible net-new customer acquisition and competitive takeout opportunities.

By aligning financial rewards to meaningful sales outcomes, Prospect+ empowers partners to accelerate pipeline growth, expand market share, and capture new opportunities while being paid quickly and securely through a global fulfillment platform.

KEY MESSAGES

- **Earn More for Growth:** Prospect+ rewards certified partner sales representatives for expanding Quantum's business through net-new customer wins and competitive takeouts, with bonuses of 6% per eligible deal.
- **High Earnings Potential:** Qualified sales reps can earn up to \$40,000 per opportunity, whether awards are stacked across multiple deals or earned from a single large opportunity.
- **Simple Claims Process:** [Submit your SPIF claim](#) through the Quantum Alliance portal for streamlined tracking and approval.
- **Fast Payouts:** Awards are paid via [XTRM](#), Quantum's global payments platform, offering flexible payout options.
- **Strategic Alignment:** Quarterly account mapping with Quantum sales teams ensures deal alignment, opportunity visibility, and shared success.

Eligible Deals*	Incentive
Sale to a Quantum net-new customer (3-year lookback or distinct buying entity)	6%
Competitive Takeout of a non-Quantum solution	6%

Requirements for Participation

- Reps must be employees of a company designated as a Quantum Alliance Partner.
- Reps must complete Quantum Sales Certification training.
- Reps must undertake quarterly account mapping with a Quantum representative.

Terms & Conditions

- The Quantum Prospect+ program is in effect for sales activity performed between April 1, 2026 and September 30, 2026, and replaces all legacy Quantum sales incentive programs.
- Deals totaling less than \$25,000 do not qualify for a Prospect+ award.
- Only new opportunities are eligible; upgrades to existing equipment are ineligible unless expressly approved by Quantum.
- Claims must be submitted via the [online claim form](#) on the Quantum Alliance Portal.
- The RCM and RSM on the deal audit each award record. Quantum reserves the right to determine the validity of any claim under this program in its sole discretion.
- The product must be fully shipped before a Prospect+ award is issued.
- Awards pay directly to the rep via XTRM, a global fulfillment provider. Reps are notified by email when their award is ready to redeem at [www.xtrm.com](#). Awards pay in USD, but reps can convert their award dollars to many local currencies.
- The Prospect+ award is based on Quantum's invoice price to its authorized distributor (not the end-user price) on hardware and accessories purchases sourced through Quantum.

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- The program excludes non-Quantum-branded products, media, services, installation, SuperLoader® 3, and standalone tape drives.
- The maximum Prospect+ award is \$40,000 per opportunity (stacked or standalone).
- A net-new customer is defined as a customer that has not purchased any Quantum product within the prior three (3) years, or where the purchase represents a distinct buying entity (e.g., a different site, country, or legal entity), as determined at Quantum's sole discretion.
- A Competitive Takeout opportunity is defined as the replacement of an existing, non-Quantum storage or data management solution with a qualifying Quantum product, where no Quantum purchases have occurred within the past three (3) years.
- A Prospect+ award may be combined with other Quantum Alliance Program Rebates in Quantum's sole and absolute discretion.
- A Prospect+ award may span multiple registrations for a given customer and multiple sale opportunities or customer locations determined solely by Quantum.
- It is the recipient's responsibility to ensure that the acceptance of the award does not violate any laws or regulations of any kind, including but not limited to any conflict of interest or gift policies in effect at their company or organization.
- Prospect+ recipients are responsible for any applicable taxes on incentive payments.
- This version of the Quantum Prospect+ Program is valid in the Americas and EMEA only.
- A Prospect+ award is applicable for the sale of products at Quantum's discretion, and applicable products may change.
- To claim an incentive, complete the form on the partner portal. Payments are audited and issued via XTRM after product shipment, so timing may vary.
- Quantum reserves the right, at its sole discretion, to modify any aspect of the program or cancel this program at any time, without notice.