

PROMOTIONAL ANNOUNCEMENT

QUANTUM STRATEGY+ INCENTIVE PROGRAM

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Applicable Regions: NA, EMEA, LA

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

INTRODUCTION

The Quantum **Strategy+** Incentive Program is designed to reward eligible Quantum Alliance partners for accelerating strategic platform adoption and modernizing customer data environments. By aligning incentives to high-value solutions—spanning active and cold data management—Strategy+ enables partners to drive transformational deals while earning meaningful financial rewards of up to **\$40,000** per opportunity!

KEY MESSAGES

- High Earnings Potential: Strategy+ rewards partners with a **2%** incentive for closing eligible deals that include Quantum’s strategic platform solutions for active and cold data environments.
- Earn more by stacking incentives: Combine Strategy+ with Prospect+ on qualifying net-new opportunities to maximize earnings.
- 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.

Eligible Deals	Incentive
ActiveScale® Object Storage or ActiveScale Cold Storage (ASCS)	2%
StorNext® File System with Scalar® Tape Storage	2%

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 Strategy+ Program is in effect for sales activity performed between April 1, 2026, and September 30, 2026, and replaces all legacy Quantum strategic solution incentive programs.
- Deals totaling less than \$25,000 do not qualify for a Strategy+ award.
- Claims must be submitted via the [online claim form](#) on the Quantum Alliance Partner 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 Strategy+ award is issued.
- Awards are paid directly to the rep via [XTRM](#), a global fulfillment provider. Reps are notified by email when their award is ready to redeem. Awards are paid in USD, with currency conversion options available.
- The Strategy+ award is based on Quantum’s invoice price to its authorized distributor (not the end-user price) for eligible hardware and licensed software sourced through Quantum.
- The program excludes non-Quantum-branded products, media, services, installation, SuperLoader® 3, and standalone tape drives.
- The maximum combined incentive payout is \$40,000 per opportunity, inclusive of stacked programs where applicable.
- A net-new customer is defined as a Quantum customer that has not purchased any Quantum product in the past three (3) years.
- Strategy+ awards may be combined with other Quantum Alliance Program incentives, including Prospect+, at Quantum’s sole and absolute discretion.

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- A Strategy+ award may span multiple registrations, opportunities, or customer locations as determined solely by Quantum.
- It is the recipient's responsibility to ensure that acceptance of the award does not violate any laws, regulations, or company policies, including conflict-of-interest or gift policies.
- Strategy+ recipients are responsible for any applicable taxes on incentive payments.
- This version of the Quantum Strategy+ Program is valid in the Americas and EMEA only.
- Strategy+ applies only to eligible products designated by Quantum, which may change at any time.
- Payments are audited and issued via XTRM after product shipment; timing of award may vary.
- Quantum reserves the right, at its sole discretion, to modify or cancel the program at any time without notice.