

PROMOTIONAL ANNOUNCEMENT

QUANTUM ALLIANCE PROGRAM REBATES

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Applicable Regions: NA, APAC, EMEA, LA

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

INTRODUCTION

Effective April 1, 2026, Quantum's rebate program provides eligible channel partners with performance-based incentives aimed at increasing profitability, accelerating growth, and strengthening long-term partnership value.

KEY MESSAGES

- The Quantum Alliance program is updated effective 01APR26
- Rebates are benefits for Premier- and Expert-level partners
- Premier-level partners earn a 2% rebate on eligible deals, based on revenue goals, paid annually
- Expert-level partners earn a 2% base rebate on eligible deals, paid quarterly, plus a 2% rebate based on revenue goals, paid annually
- Services, installation, and professional services are excluded from the rebates
- Rebates are paid to the partner company, not an individual
- Rebates are not offered to direct marketers in North and South America (including but not limited to CDW, Connection, Insight, Software House International, Softchoice, and Zones)

QUANTUM ALLIANCE RESELLER LEVELS OVERVIEW

The following table outlines the three levels of the Quantum Alliance partner program, the requirements for each level, and the rebates available for the Quantum Alliance partner program.

	Qualified Level	Premier Level	Expert Level
Product Access	All products including services and renewals	All products including services and renewals	All products including services and renewals
Signed Business Plan	Not Required	Once per year	Every six months
Certifications	Not Required	2 Quantum Sales Professionals 1 Quantum Pre-Sales Engineer	4 Quantum Sales Professionals 2 Quantum Pre-Sales Engineers
Incentive Rebates	N/A	2% Base Rebate Paid annually based on \$500,000 Annual Revenue to qualify - Mid and Enterprise Products only - Excludes Volume Products, Services, Installation, PS and Renewals, SL3, Standalone Drives	2% Base Rebate paid quarterly 2% Annual Target Rebate paid annually based on \$1,000,000 Annual Revenue to qualify - Mid and Enterprise Products only - Excludes Volume Products, Services, Installation, PS and Renewals, SL3, Standalone Drives

ADDITIONAL TERMS & CONDITIONS

- Quantum retains the right to modify or terminate the Quantum Alliance program or rebates at any time, without notice.
- Quantum is the sole determinant of qualification for a rebate.
- Opportunities that leverage an agent fee model are ineligible for a rebate.
- All Incentive Payments are at Quantum's sole discretion, and only those products resold by the Partner to end-users approved by Quantum will be eligible for Incentives. Products resold to end-users that are prohibited by the Quantum Reseller Program Agreement or the Quantum Distributor Agreement will be excluded and may result, in Quantum's sole discretion, in disqualification of future participation in the Quantum Reseller Program.
- Quantum reserves the right to not pay Incentives in certain circumstances, including, without limitation, where (a) Partner is merely acting as an agent, order fulfiller, or fulfillment vehicle for another entity or (b) Partner has purchased products from Quantum at pricing or discounts that are below Quantum's standard pricing or (c) Partner has purchased according to special contract pricing between Partner and Quantum.