




WELCOME TO THE INFOBLOX FY26 ELITE PARTNER PROGRAM

The FY26 Elite SPIFF Program is designed to reward top-performing partners who drive transformative customer outcomes and demonstrate the strategic value of Infoblox. Aligned with our Skilled to Secure Trusted Partner Program, this initiative also supports deeper engagement with Hyperscalers and recognizes partners who secure new logos, expand the Infoblox security footprint within existing customers, and accelerate Universal DDI adoption through partner-led Cloud Workshops.

FY26 ELITE PROGRAM AT A GLANCE

Partners can now earn up to **\$12,250*** per opportunity, for the activities outlined below:

★ REWARD #1 UP TO \$250* Hunted Deal Registration	★★ REWARD #2 \$1,000* Driving Infoblox Workshops	★★★ REWARD #3 UP TO \$10,000* Big Rewards for Big Deals	★★★★ REWARD #4 UP TO \$1,000* Cloud Marketplace Accelerator
Must complete a customer meeting	Sourced, initiated and scheduled by partner	Eligible new logo or security expansion deals	Transact qualified deals via cloud marketplaces
<ul style="list-style-type: none"> \$150 – Greater China, Japan, Republic of Korea, (minimum \$50,000 TCV) \$250 – All other regions (minimum \$100,000 TCV) 	<ul style="list-style-type: none"> Minimum 2.5h session with all required attendees <p>Flat \$1,000 payout; available globally</p>	<ul style="list-style-type: none"> \$5,000 – Greater China, Japan, Republic of Korea, (minimum \$50,000 ACV) \$10,000 – All other regions (minimum \$100,000 ACV) <p>Now includes Universal DDI deals for all accounts tied to a completed cloud workshop</p>	<ul style="list-style-type: none"> \$500 – Greater China, Japan, Republic of Korea, (minimum \$50,000 ACV) \$1,000 – All other regions (minimum \$100,000 ACV)

* All amounts in USD.

GET STARTED:

- Review the full [Terms and Conditions](#) available on Partner Portal.
- Opt-in to the program and review the eligible account lists posted on [Infoblox Partner Portal](#).
- Once aligned, submit qualifying activities, such as HDRs or workshops, and track progress directly in the portal.

HAVE QUESTIONS?

- For questions, contact channelprograms@infoblox.com.

HELPFUL RESOURCES:

- [Partner Incentives and SPIFFs Playbook](#)
- [XTRM Payment Platform](#)
- [Elite Partner Rewards and Recognition- Program Guide](#)
- Target Account Lists for: [AMS](#), [APJ](#) & [EMEA](#)
- [Partner Briefcase: Workshops](#)

STEP-BY-STEP JOURNEY TO MAXIMIZE YOUR ELITE REWARDS

STEP 1	STEP 2	STEP 3	STEP 4	STEP 5	STEP 6
Start Here	Register a Deal	Run a Workshop	Close the Deal	Cloud Marketplace Transaction	Submit and Collect Your Rewards
<ul style="list-style-type: none"> Log in to Infoblox Partner Portal Review SPIFF program details Opt in (if not already) Review the list of eligible accounts 	<ul style="list-style-type: none"> Submit a hunted deal registration Complete a customer meeting 	<ul style="list-style-type: none"> Review Infoblox workshops Facilitate a cloud or security workshop Ensure 2.5-hour session with all required attendees Complete required Proof of Execution (POE) 	<ul style="list-style-type: none"> Win the opportunity Meet regional deal size threshold Like FY25, workshops are optional for New Logo or Security Expansion deals <p>UDDI deals must result from a completed Cloud Workshop to qualify for the full \$5k or \$10k payout</p>	<ul style="list-style-type: none"> Transact eligible deals through AWS, Azure, Google Cloud or any other cloud marketplace 	<ul style="list-style-type: none"> Submit all claims via Infoblox Partner Portal Ensure XTRM account is active to receive payment Claims must be submitted by July 31, 2026
Identify target accounts (NL, IBTD, UDDI)**	Earn up to \$250*	Earn \$1,000*	Earn \$10,000*	Earn up to \$1,000*	Total Maximum Payout \$12,250*

Example:

A partner who registers a hunted deal, hosts an Infoblox cloud or security workshop, closes a \$100,000 opportunity and transacts it through a cloud marketplace can earn the full **\$12,250.*** **Cloud Workshops are required only for UDDI opportunities.**

DETAILED REWARD BREAKDOWN

FY2026 Elite SPIFF Summary

Earning Activity	Elite New Logo	Elite Security Expansion	Elite UDDI Accelerator	Reward
Reward #1 - Hunted Deal Registration***	✓	✓	✓	\$250*
Reward #2 - Partner- Led Infoblox Workshop	Cloud or Security Workshop	Cloud or Security Workshop	Cloud Workshop Mandatory	\$1,000*
Reward #3 - Closed Won Hunted Opportunity***	✓	✓	✓	\$10,000*
Reward #4 - Cloud Marketplace Accelerator	✓	✓	✓	\$1,000*
Eligible Accounts	Elite New Logo Account	Elite Security Expansion Accounts	All Accounts	-
Target Product	Any SaaS	Infoblox Threat Defense™	Universal DDI	-
Minimum Deal Size	\$100,000* ACV (\$50,000* in GCN, JP, KR)	\$100,000* ACV (\$50,000* in GCN, JP, KR)	\$100,000* ACV (\$50,000* in GCN, JP, KR)	-
Total Maximum Payout				\$12,250*

* All amounts in USD.

** NL: New Logo; IBTD: Infoblox Threat Defense™; UDDI: Universal DDI

*** Regional payout differs for Greater China (GCN), Japan (JP), Republic of Korea (KR): Hunted deal registration: \$150; Closed won opportunity: \$5,000