



Thursday 22nd May
The Brewery
London

WHO WILL
THROW THE LAST
PUNCH?

WIN A RINGSIDE SEAT AT CRN FIGHT NIGHT 2014

There can only be six winners in our incentive, so you're going to have to 'punch above your weight' to get a seat!

WHO CAN TAKE PART?

Any sales account manager working for one of Websense's nine strategic channel partners.

WHEN DOES THE INCENTIVE RUN?

All qualifying transactions received by Websense between 3rd February and 30th April 2014.

If you have any queries or require further details, please contact your Websense Channel Account Manager.

INCENTIVE CRITERIA

The six places at CRN Fight Night on 22nd May 2014, in London, will be awarded to:

The top TWO sales people who close the highest number of individual transactions that include TRITON products from two or more solution families, i.e. web, data, email or mobile

The top TWO sales people who close the highest number of cross-sell and/or up-sell transactions. Examples include, (but are not restricted to) a customer with a licence for:

- Cloud Web Security Gateway Anywhere adds a new licence for Cloud Email Security & Content Control
- Web Filter or Web Security upgrades to Web Security Gateway Anywhere

The top TWO sales people who achieve the highest percentage increase on the total value of their renewals business during the period of the incentive. For example:

- If you have a renewal worth £5,500 in March that you upgrade, or cross-sell an additional product, which results in the value of the order being £9625, then the percentage increase will be 75%.

TERMS & CONDITIONS

1. Qualifying orders must be received by Websense between 3 February 2014 and 30 April 2014.
2. Inclusion in the incentive is restricted to employees of: Bytes SP, Foursys, HP, MTI, Nebulas, NTT Com Security, Softcat, Secon and SecureData.
3. Websense's decision is final regarding any query relating to orders qualifying for this incentive.

Ding Ding, Seconds out, Round 1... Good Luck!

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TRITON STOPS MORE THREATS.
WE CAN PROVE IT.