

## Program Terms and Conditions:

1. Each opportunity must be registered to Websense Partner Portal [www.websense.com/partners](http://www.websense.com/partners)
2. In order to track these opportunities, the initials “**WCL**” (WebSense Champions League) must be mentioned at the end of the Opportunity Name when registering at the Partner Portal.
3. These accounts should not have any previous registrations. Deals do not qualify if already registered.
4. The prizes will be awarded in the form of gift vouchers, unless otherwise agreed by Websense and the participant.
5. The registrations should be validated by a Websense Account Manager.
6. This incentive program is for choosen Websense Managed Silver, Gold & Platinum Partners in the Middle East and North Africa Region.
7. Any entries made after the dates indicated above will not be considered for the program.
8. No responsibility is accepted by Websense for lost, undelivered, indecipherable or incomprehensible entries.
9. Websense, at its sole discretion, may disqualify any participant for any reason, including without limitation for making duplicate entries and/or intentionally providing false information to Websense.
10. All decisions of Websense concerning the program and prizes are final.
11. Websense may for any reason, at any time at its sole discretion and without liability, suspend, modify, or terminate the program, in whole or in part.
12. Entry into the program is deemed to constitute acceptance of these terms and conditions and that entrants agree to abide by these rules.
13. Any tax arising on the prizes is a matter for each winner.

## Get Your Place in Websense Champions League

Websense invites you to be part of an exclusive channel partner incentive program which consists of 4 different options that help you generate pipeline and revenue over the next four to six months!

### 1. Pipeline Creation Incentive Details:

Register 5 New Logo Opportunities win a prize worth **US\$75!**\* \*\*

Between June 10<sup>th</sup> - September 30<sup>th</sup> 2013

\*Each opportunity should be for at least 100 Seats.

\*\* The opportunities need to be validated by Websense Account Manager.

### 2. Upgrade Incentive Details:

For current Web Filter & Web Security customers when they upgrade to WSG or WSGA:

For closed deals between **US\$25,000 - US\$50,000** win a prize worth **US\$200**

For closed deals between **US\$50,000 – US\$100,000** win a prize worth **US\$400**

For closed deals with a value of **US\$100,000 or more** win a prize worth **US\$1000**

Between June 10<sup>th</sup> 2013- November 30<sup>th</sup> 2013

### 3. X-Sell Incentive Details:

For current WF, WSS, WSG, WSGA customers, if you cross sell to ESG, ESGA, DSS or Triton Enterprise, or

For current DSS customers, if you cross sell ESG, ESGA, WSG, WSGA or Triton Enterprise, or

For current ESG, ESGA customers, if you cross sell DSS, WSG, WSGA or Triton Enterprise:

For closed deals between **US\$25,000 - US\$50,000** win a prize worth **US\$250**

For closed deals between **US\$50,000 – US\$100,000** win a prize worth **US\$500**

For closed deals **with a value of US\$100,000 or more** win a prize worth **US\$1000**

Between June 10<sup>th</sup> 2013- November 30<sup>th</sup> 2013

### 4. New Logo Incentive Details:

For closed New Logo deals:

For closed deals between **US\$25,000 – US\$50,000** win a prize worth **US\$300**

For closed deals between **US\$50,000 – US\$100,000** win a prize worth **US\$600**

For closed deals with a value of **US\$100,000 or more** win a prize worth **US\$1000**

Between June 10<sup>th</sup> 2013 - November 30<sup>th</sup> 2013