Quantum® ALLIANCE

QUANTUM PROSPECT+ INCENTIVE PROGRAM FAQ

QUESTION:
Which deals are eligible for a Quantum Prospect+ incentive, and what is the payout?

ANSWER:
The Prospect+ program rewards certified reps with cash payments for sales to a new logo and sales of a new product family solution to a current Quantum customer. Visit the promotions page on the Quantum Alliance partner portal for complete details and award amounts.

QUESTION:
Who qualifies for a Quantum Prospect+ incentive?

ANSWER:
Reps at all partner levels who have completed the Quantum Certification training are eligible for Quantum Prospect+ awards.

QUESTION:
Do I need to submit a claim to receive a Quantum+ incentive payment from Quantum?

ANSWER:
Yes. To claim your incentive, complete the Incentive Claim Form on the partner portal. Once approved, rewards are paid via XTRM, a global payments platform, which will notify you when your payment is ready.

QUESTION:
What is XTRM?

ANSWER:
XTRM is a secure global fulfillment platform that delivers your Quantum incentive payments anywhere in the world and empowers you to choose how you want to receive your award. For more information on XTRM visit the XTRM Help Center.

QUESTION:
Do I need to pre-register for XTRM?

ANSWER:
No, XTRM walks you through the onboarding process automatically when you receive your first award:

1. XTRM sends you an email alert asking you to VALIDATE your secure XTRM account.
2. After ACCEPTING the Terms and Conditions, you can set your password and complete your account setup.
3. Clicking CONTINUE is the final step and takes you to your account, where you can view your balance.

Quantum Prospect+ Incentive Program

FAQ

QUESTION:
Is XTRM secure and private?

ANSWER:
XTRM is a fully private and secure payment platform. You can review their privacy policy for further information.

QUESTION:
How do I know if I have earned an award?

ANSWER:
XTRM sends an automated alert when it issues an award payment. Plus, you can view all transactions and payments on the XTRM website 24x7.

QUESTION:
I closed a deal. When can I expect my Quantum incentive award?

ANSWER:
Because a Quantum incentive payment is audited and paid after the product is fully shipped, the time it takes to receive your incentive award will vary.

QUESTION:
I have a balance in my XTRM Account. How do I redeem it?

ANSWER:
You can transfer your balance to your bank via ACH, Wire, or purchase a prepaid virtual Visa, plastic Visa, or choose from over 100 digital gift cards. You can also transfer funds to other people. Fees may apply on certain transactions.

QUESTION:
Do my funds at XTRM expire?

ANSWER:
No, when money is deposited into your XTRM wallet, it is identical to being deposited into a bank account and does not expire.

QUESTION:
Does XTRM manage my taxes?

ANSWER:
XTRM ensures full tax compliance anywhere in the world and issues regional tax documents such as 1099-K or country equivalent.

QUESTION:
Can I exchange my award dollars into my local currency?

ANSWER:
Yes, XTRM enables you to convert currency at excellent rates.

XTRM

XTRM Help Center

Quantum Partner Portal:
www.alliance.quantum.com

Quantum

Quantum delivers end-to-end data management solutions designed for the AI era. With over four decades of experience, our data platform has allowed customers to extract the maximum value from their unique, unstructured data. From high-performance ingest that powers AI applications and demanding data-intensive workloads, to massive, durable data lakes to fuel AI models, Quantum delivers the most comprehensive and cost-efficient solutions. Leading organizations in life sciences, government, media and entertainment, research, and industrial technology trust Quantum with their most valuable asset – their data. Quantum is listed on Nasdaq (QMCO). For more information visit www.quantum.com.

© Quantum Corporation. All rights reserved. Quantum and the Quantum logo are registered trademarks of Quantum Corporation and its affiliates in the United States and/or other countries. All other trademarks are the property of their respective owners.