

FAQ: Progress Take the High Road Program

Q: Who is eligible to participate in the incentive program?

A: Any employee of any Reseller / Systems Integrator / Service Provider in the UK & Ireland.

Q: Great, so how do I join the incentive program?

A: It's easy and quick to register – simply apply here: www.partners.infinigate.co.uk/progress-take-the-high-road

Q: So, I don't need to already be part of the Progress Partner Program?

A: No, but if you would like to learn more details on how to join “Accelerate” you can find details here:

- For MOVEit and WUG: <https://www.ipswitch.com/partners/become-a-partner>
- For DataDirect: <https://www.progress.com/partners/become-a-partner>

Q: So just to confirm, which Progress products fall within this Incentive program?

A: All products from the following product families: Progress MOVEit, Progress WhatsUpGold and Progress DataDirect

Q: How can I score points?

A: The points grid is visible on the microsite www.thehighroadwithprogress.co.uk

Points Grid:

	WS_FTP Server	MOVEit Transfer/Automation (on-prem)	MOVEit Cloud	WhatsUp Gold	DataDirect (any driver)	DataDirect (Autonomous REST Connector/ Hybrid Data Pipeline)
Points for closing sale	1	10	5	10	1	1
Points per \$1000 revenue	1	10	5	10	1	1
Multiplier for new customer sale	x2	x2	x3	x2	x2	x2

Q: How can I track my points?

A: When you log into the portal, you will see a leader board displaying your points and where you are within your own organization

Q: Is there a cash alternative if I can't make it?

A: No, prizes are not transferrable for cash. Full T&C's can be found here: www.thehighroadwithprogress.co.uk

Q: Who is responsible for Benefits in Kind Tax?

A: Progress will take care of this.

Q: What is the duration of the incentive program?

A: March 1st, 2021 through to August 31st, 2021 – 6 months.

Q: When does the trip itself take place?

A: 22nd to 25th September 2021

Q: Can I carry forward previous sales from January and February and register them?

A: No unfortunately not – only sales of qualifying Progress products within this period will qualify

Q: Is the incentive program trip extended to partners of winners?

A: No, just the qualifying winners will earn a place.

Q: What about Covid-19?

A: Should the government have travel restrictions in place at the time of travel, winners will be notified, and the trip will be postponed to when it is safe to travel.

Q: Why did you pick Scotland as the destination?

A: Under the prevailing conditions and uncertainty on travel restrictions into 2021 we felt it unwise to pick a long-haul destination. Instead we decided on an action packed, luxurious 5 Star program to one of the best hotels in the UK that we felt we'd have a reasonable chance to travel to in September.

Q: I work in pre-sales and am heavily involved in the sales cycles of Progress solutions – is there no incentive for me as the sales team will register for the points?

A: Yes! We will reveal some “wildcard” places over the course of the incentive for non-sales influencers. Qualifiers will be selected at the sole discretion of Progress.

Q: We're a new reseller to Progress so how will I have a chance to compete in this incentive against the longer established or larger partners?

A: Great question – look out for our “wildcards” reveals over the course of the incentive to help newly recruited stars along the path to Take the High Road.

Q: Are there any specific exclusions on product or license types?

A: Yes, please see further details below

- New license/support deals only (renewals & Professional Services are excluded)
- Value of deal based on reseller buy price from Distribution
- Total Points value is doubled if deal involves a net new customer (rather than upsell to existing)
- Reinstatement deals are excluded
- New/upgrade license deals including multi-year support – total value of initial order booked is counted
- MOVEit Cloud subscription renewals will be classed as new business & can therefore be claimed as part of this incentive
- If a deal includes multiple products, points are calculated for each element of the deal based on above metrics
- WS-FTP is included in the incentive as a member of the MOVEit product family

Q: Where can I find full T&C's?

A: www.thehighroadwithprogress.co.uk

Q: What should I do if I've any further questions?

A: Simply contact Infinigate here at: progress@infinigate.co.uk

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