



Bitdefender®

Datacenter Prospecting Campaign Sheet

No more sacrifices! Improving both defense AND performance in the data center.

TRACKING OPPORTUNITIES

Bitdefender Teams: All leads and opportunities must be entered with the campaign code on May 11 - 19 to qualify for potential prizes
2017_MAY_NA_FCM_EVENT_GlobalProspectingDay

Partner Teams: Use your existing deal registration process and all submitted May 11 - 19 will qualify for potential prizes.

TRAINING CALL DETAILS, CHOOSE ONE TRAINING TO ATTEND

- May 8, 2017, 7AM - 8AM Mountain Time, please register for Bitdefender Prospecting Day Training – <https://attendee.gotowebinar.com/register/4106368448334271234>
- May 8, 2017, 2PM - 3PM Mountain Time, please register for Bitdefender Prospecting Day Training – <https://attendee.gotowebinar.com/register/1724631649013359362>

CHECK-IN CALL DETAILS

- **EMEA Prospecting Day Status Check and Update**
Thu, May 11, 2017, 5 - 5:30 AM Mountain Time
<https://attendee.gotowebinar.com/register/5375359898033556993>
- **EMEA & NA Prospecting Day Status Check and Update**
Thu, May 11, 2017, 10 - 10:30 AM Mountain Time
<https://attendee.gotowebinar.com/register/3245764204534089217>
- **NA Prospecting Day Status Check and Update**
Thu, May 11, 2017, 2 - 2:30 PM Mountain Time
<https://attendee.gotowebinar.com/register/5116385327102048257>

HOW TO WIN PRIZES

The best way to ensure you win prizes is to plan now for May 11. Review the materials in advance, understand the target prospects, key messages, measurement, and pre-schedule prospecting calls so you maximize productivity and take home the prizes.

TOP PERFORMERS

The top performer from each team in North America (US & Canada) and EMEA can win. Bitdefender Teams: To qualify all leads and opportunities must be created May 11 - 19 and use the campaign code **G2017_MAY_NA_FCM_EVENT_GlobalProspectingDay**

Bitdefender Teams: NA Inside Sales NA Field Sales EMEA Inside Sales EMEA Field Sales

Two ways to win per team!

- **\$250 for the person on each team** with most appointments booked with new prospects (one per team, four total)
- **\$500 for the person on each team** who submits the most opportunities (count) in Salesforce (one per team, four total)

Partner Teams:

- **NA: \$500 per region** – to the partner sales rep who has the most accepted deal registrations May 11 – 19 in the New Opportunity Registration Program with a minimum \$10,000 opportunity size. **Total of 3 prizes in NA** (East, Central, West)
- **EMEA: \$500 per POP** – to the partner sales rep who has the most accepted deal registrations May 11 – 19 in the New Opportunity Registration Program with a minimum \$10,000 opportunity size. **Total of 8 prizes in EMEA** (UK, DACH, France, Nordics, ME, Italy, RO, Spain)



Bitdefender®

Bitdefender delivers security technology in more than 100 countries through a cutting-edge network of value-added alliances, distributors and reseller partners. Since 2001, Bitdefender has consistently produced market-leading technologies for businesses and consumers and is one of the top security providers in virtualization and cloud technologies. Bitdefender has matched its award-winning technologies with sales alliances and partnerships and has strengthened its global market position through strategic alliances with some of the world's leading virtualization and cloud technology providers.

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