



Ivanti Partner Network  
Contra Fund  
Development  
Program (CFD) for  
Carrier Partners

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## Program Overview

Ivanti's Contra Fund Development (CFD) Program is a global, invitation only, proposal-based program designed to support eligible members of Ivanti's Carrier and Telecommunications partners in their marketing initiatives. This guide will walk you through how funds may be requested, eligibility, and usage.

### Primary Purpose

The primary purpose of the Contra Fund Development Program is to provide discretionary funding to successfully promote and sell Ivanti products. The program allows partners to effectively market through joint marketing activities as listed in this document, with Ivanti.

### Program Eligibility

Ivanti partners must meet the following criteria:

- Be invited to participate in the program by their Ivanti Partner Manager
- Have an approved annual business plan
- Have an agreed to annual marketing plan with Ivanti prior to requesting funds of any kind
- Have an executed Ivanti Agreement in place



## Plan Submission and Approvals

Your dedicated Ivanti partner marketing will drive an annual plan submission that aligns with the partner sales goals for the year. The intent is to allocate funds for the entire year, ensure that the partner has all of the tools and resources they need to execute on the plan.

The plan template, which is available via your Ivanti partner marketing manager, outlines a number of fields that are required, including the potential outcome of the activity spend. The plan should be completed with the partner, Ivanti partner marketing and the Ivanti partner manager.

Once your plan is finalized, please work with your Ivanti partner marketing manager for approvals. These approvals will normally be approved within an appropriate time frame, to allow for us to focus quickly on execution!

## Return of Investment (ROI)

- 1. Pipeline:** It is Ivanti's expectation that any funds requested should have a 30x (thirty times) return (pipeline) of the requested fund, by activity. For example, if you request USD2,000 you should identify return of USD60,000. In some instances where it is an awareness or enablement activity, it may not be possible to track 30x pipeline. In this case, you will be expected to provide the benefit that and ROI that the activity will provide you.
- 2. Bookings:** This is calculated by estimating that bookings is 4:1 of pipeline, for example, an activity costs \$2,000, pipeline derived from this activity based on 30x is \$60,000, bookings derived from this activity must meet or exceed \$15,000.
- 3. Reporting:** The Partner must be prepared to speak to the return, post any demand generation activity, with a continual look back to advise changes to bookings. Ivanti will be looking at deal registration and bookings reports to help support this discussion.

## Contra Fund Spend Categories

To ensure all activities are adequately planned and involve Ivanti related activities, Ivanti requires a pre-approval for all CFD activities. The fund is aligned to four specific categories of spend - aligning to financial compliance/accounting best practice:

1. **Demand Generation** is defined as activities that drive interest, lead, and/or opportunity registration. Funds should be applied only to net new or cross-sell initiatives. Net New is defined as follows: a new logo, new customer or an existing customer who hasn't purchased from Ivanti in the last three years. Cross-sell is defined as an existing customer who is purchasing a new product.
2. **Partner Enablement** is defined as funding that is leveraged to support the education of Ivanti solutions, value drivers, processes etc., within a defined sales or pre-sales audience.
3. **SPIF/Sales Incentive** is defined as a focus of targeted initiatives to incent a sales organization to drive a specific behavior. Incentives can only be applied to driving demand. An incentive must be reviewed with your Ivanti channel manager and partner marketing manager to determine terms and conditions. For example, a partner may want to drive an incentive to increase deal registrations and opportunity close within a specific time-

frame. A reward is offered to drive incremental submission of a deal registration, determining an uplift based on history. A further reward could be provided to close that registered deal.

4. **Infrastructure** is defined as funds that are requested to support specific program fees or activities that do not fall in the above categories. This fund can be applied to activities such as a funded head/champion or generalized funding to support the program or relationship between Ivanti and the partner. Partners must be willing to support reporting associated with these fees to ensure that we are able to track and report against the fund issue.

## Spend Breakdown

Spend breakdown between the categories listed above should be identified in the agreed upon marketing plan.

We do realize that plans do change and once your annual plan approved, can be updated on as needed basis. This also includes ad hoc requests that may arise during the year that were not part of the annual plan.

## CFD Usage and Terms

Please read the following usage and terms carefully, this could result in non-payment of an activity.

- Funds will not be allocated for activities that were not approved prior to execution.
- CFD must be approved prior to the execution of the activity, funds will not be applied retroactively.
- All marketing assets must be co-branded and approved prior to the activity, regardless of whether the activity is web/digital or in print.
- Partners must follow the Ivanti Brand Guide and leverage the Ivanti logo in their materials/web – please request these files and logos through your Ivanti partner portal or your Ivanti partner marketing manager.
- A copy of the asset associated with the activity must be reviewed and approved by your Ivanti Partner Marketing Manager prior to execution. Please allow for a minimum of a 48 hour turnaround for approval. Depending on the type of asset, we may require a longer approval cycle.
- Demand generation activities and sales incentives must demonstrate at least a 30x return (pipeline) of business anticipated to close with Ivanti.
- Please follow the guidelines identified in this CFD guide as to what activities the CFD can be applied.
- All claims for reimbursement against an approved CFD activity must be submitted with the invoice and proof of performance documentation.



- Submission of the invoices is outlined in this document.
- KPIs must be determined and agreed upon with the Ivanti Partner Marketing Manager and a report following the activity on KPIs must be submitted within 30 days of activity.
- Requests for pre-payment on an activity is typically not permitted. Any exceptions to this will be handled and approved on a case by case basis if deemed necessary.

### Allocation/Approval of your CFD Request

- The approval of any activity must be received in writing and once your annual plan has been approved, please work with your Ivanti Partner Marketing Manager for support for content etc.
- Understanding that activities may change from time to time, if this happens, work with your Ivanti Partner Marketing Manager to make updates.
- Approval of activities will only be given for activities that are in the future.
- Activities that have already happened are no longer eligible for CFD.
- Please ensure that invoices for the activity are received at least 30 days from the first date of execution of the activity.
- Failure to submit for reimbursement within 30 day of the activity end date could result in expiration of funds.

- The claim process is covered within this guide.
- Advance payment for activity must be approved by the channel marketing manager ahead of the activity.
- Partner MUST be an approved vendor of Ivanti, this is required to ensure that we can pay on invoice. There is an application process that requires detailed information, please work with your Ivanti Partner Marketing Manager to determine status and application if necessary.

### Approved Activities

CFD is designed to reimburse participating partners for Ivanti-related sales and marketing activities. The following categories provide an example of approved activities/expenses, required proof of performance, and non-approved expenses. If the event proposed isn't one of the activities listed under approved activities, that does not mean it will be immediately rejected. The activities listed are merely an overview of frequent activities, while Ivanti is always looking for new ideas and ways to generate pipeline and revenue, if there is an activity that is not listed, this could fall under the "other" category — please discuss this with your Ivanti Partner Marketing Manager.

*A list of approved activities is included on the following pages.*



Approved Activity	Spend Category	Approved Expenses	Proof of Performance	Non-approved Expenses
CxO Workshop / Seminar or Meeting	Demand Generation	<ul style="list-style-type: none"> <li>Space rental</li> <li>Printing (must be co-branded)</li> <li>AV Equipment rental</li> <li>Food &amp; Beverage</li> <li>Merchandise</li> </ul>	<ul style="list-style-type: none"> <li>Partner Invoice</li> <li>List of attendees</li> <li>Copy of emails, collateral</li> <li>Copy invoices of any third party costs</li> <li>Picture of co-branded merchandise</li> <li>Deal registration report with deal registration IDs</li> <li>Lead list – follow the lead list upload process</li> </ul>	<ul style="list-style-type: none"> <li>Alcohol</li> <li>Shipping</li> <li>Travel &amp; lodging</li> <li>Cost of printing business cards and letterheads</li> </ul>
Lunch and Learn (Customer Facing)	Demand Generation	<ul style="list-style-type: none"> <li>Food and Beverage</li> <li>Gift cards (up to \$25)</li> <li>Merchandise</li> <li>List purchase</li> </ul>	<ul style="list-style-type: none"> <li>Partner Invoice</li> <li>List of attendees</li> <li>Copy of emails, collateral</li> <li>Copy invoices of any third-party costs</li> <li>Picture of co-branded merchandise</li> <li>Lead list – follow the lead list upload process</li> </ul>	<ul style="list-style-type: none"> <li>Alcohol</li> <li>Shipping</li> <li>Travel &amp; lodging</li> <li>Cost of printing business cards and letterheads</li> </ul>
Digital Campaigns** (Newsletters, PPC, Email)	Demand Generation	<ul style="list-style-type: none"> <li>Optional verification</li> <li>Design, development, layout</li> <li>Third party execution</li> <li>Third party list purchase</li> </ul>	<ul style="list-style-type: none"> <li>Partner invoice</li> <li>Proof that partner has contributed 50% of the activity if a third party has been leveraged</li> <li>Copy of email blast or newsletter</li> <li>Overview of recipients/Target Aud.</li> <li>KPI's</li> <li>Timeline of campaign duration</li> <li>Report showing PPC (Pay per Click)</li> <li>Report including number of inquires If available report including number of Deal Registrations with Deal Registration ID</li> <li>Lead List - please follow the lead upload process</li> </ul>	<ul style="list-style-type: none"> <li>Expedited costs to outsourcing agencies if not created in house</li> <li>Purchase of new programs for use of further marketing efforts</li> <li>Cost of internal marketing automation</li> </ul>
Direct Mail Campaigns**	Demand Generation	<ul style="list-style-type: none"> <li>Printing, flyers, leaflets, handouts, postcards, brochures, data sheets</li> <li>Production</li> <li>Development</li> </ul>	<ul style="list-style-type: none"> <li>Partner invoice</li> <li>Proof that partner has contributed 50% of the activity if a third party has been leveraged</li> <li>Copy of direct mail piece</li> <li>Description of mailing list</li> <li>Report including number of inquires</li> <li>If available report including number of Deal Registrations with Deal Registration ID</li> <li>Lead List - please follow the lead upload process</li> </ul>	<ul style="list-style-type: none"> <li>Overnight Shipping</li> <li>Associated costs of printing business cards or letterheads</li> <li>Travel, lodging, food and beverage</li> </ul>

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Approved Activity	Spend Category	Approved Expenses	Proof of Performance	Non-approved Expenses
CxO Event/Tradeshaw Participation**	Demand Generation	<ul style="list-style-type: none"> <li>Collateral/print costs (co-branding, creative design, layout, production)</li> <li>A/V equipment rentals</li> <li>Booth space rental</li> </ul>	<ul style="list-style-type: none"> <li>Partner invoice</li> <li>Proof that partner has contributed 50% of the activity</li> <li>Detailed description of activity</li> <li>Attendee list with full contact details (within GDPR regulation)</li> <li>Agenda or event guide</li> <li>Copies of event invoices</li> <li>Photos of the event</li> <li>Event registration report</li> <li>Lead list - please follow the lead upload process</li> </ul>	<ul style="list-style-type: none"> <li>Production of giveaways/collateral with only 'Partner' branding on</li> <li>Carpeting, booth furniture</li> <li>Food and beverage for client or employee meals</li> <li>If event is cancelled, partner will be responsible for all fees and associated costs</li> <li>Customer reception and happy hours</li> <li>Travel, lodging, food &amp; beverage</li> </ul>
Floor Day	Partner Enablement	<ul style="list-style-type: none"> <li>Food and beverage Prizes under \$50</li> <li>Collateral/print costs (co-branding, creative design, layout, production)</li> </ul>	<ul style="list-style-type: none"> <li>Partner invoice</li> <li>Agenda</li> <li>List of participants</li> <li>Copy of collateral</li> <li>Copy of confirmation of creative costs</li> <li>Photos of the event</li> </ul>	<ul style="list-style-type: none"> <li>Alcohol</li> <li>Prizes over \$50 in value</li> <li>Travel, lodging</li> <li>Shipment or fulfillment costs</li> </ul>
Lead purchase**	Demand Generation	<ul style="list-style-type: none"> <li>3rd party lead purchase</li> <li>Lead subscription services</li> <li>Business data subscription (example Hoovers.com)</li> </ul>	<ul style="list-style-type: none"> <li>Partner invoice</li> <li>Proof that partner has contributed 50% of the activity</li> <li>Copy of third party invoice</li> <li>Partner invoice</li> <li>Samples of lead generation campaign</li> <li>List of inquiries</li> <li>Lead list - please follow the lead upload process</li> <li>Deal registration report including deal registration ID's</li> </ul>	<ul style="list-style-type: none"> <li>Alcohol</li> <li>Prizes over \$50 in value</li> <li>Travel, lodging</li> <li>Shipment or fulfillment costs</li> </ul>
Lead Qualification/ Blitz Day**	Demand Generation	<ul style="list-style-type: none"> <li>Prizes under \$50</li> <li>Food and beverage</li> <li>Collateral/print costs (co-branding, creative design, layout, production creative design, layout, production)</li> </ul>	<ul style="list-style-type: none"> <li>Partner invoice</li> <li>Detailed description of activity</li> <li>List of participants and prizes awarded</li> <li>Copy of collateral</li> <li>Copy of confirmation of creative costs</li> <li>Photos of the event</li> <li>ROI report including deal registration ID's</li> <li>Lead list - please follow the lead upload process</li> </ul>	<ul style="list-style-type: none"> <li>Alcohol</li> <li>Prizes over \$50 in value</li> <li>Travel, lodging</li> <li>Shipment or fulfillment costs</li> </ul>

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Approved Activity	Spend Category	Approved Expenses	Proof of Performance	Non-approved Expenses
<b>Lunch and Learn (Partner Facing)</b>	Demand Generation	<ul style="list-style-type: none"> <li>Collateral/print costs (co-branding, creative design, layout, production)</li> <li>A/V equipment rentals</li> <li>Booth space rental</li> </ul>	<ul style="list-style-type: none"> <li>Partner invoice</li> <li>Proof that partner has contributed 50% of the activity</li> <li>Detailed description of activity</li> <li>Attendee list with full contact details (within GDPR regulation)</li> <li>Agenda or event guide</li> <li>Copies of event invoices</li> <li>Photos of the event</li> <li>Event registration report</li> <li>Lead list - please follow the lead upload process</li> </ul>	<ul style="list-style-type: none"> <li>Production of giveaways/collateral with only 'Partner' branding on</li> <li>Carpeting, booth furniture</li> <li>Food and beverage for client or employee meals</li> <li>If event is cancelled, partner will be responsible for all fees and associated costs</li> <li>Customer reception and happy hours</li> <li>Travel, lodging, food &amp; beverage</li> </ul>
<b>Other Activities not defined above</b>	Not defined, activity dependent	<ul style="list-style-type: none"> <li>For activities not listed, approval must be sort prior to execution and will come from Ivanti Global Channel Team</li> </ul>	<ul style="list-style-type: none"> <li>Proof of performance will be outlined when activity is approved by Ivanti Management</li> </ul>	<ul style="list-style-type: none"> <li>All events requested will be under careful consideration</li> <li>Ivanti does maintain the right to approve or deny any expense that is not listed on this chart</li> </ul>
<b>PR/AR</b>	Infrastructure	<ul style="list-style-type: none"> <li>Outsourcing to PR or AR agencies</li> <li>Cost of vendor</li> </ul>	<ul style="list-style-type: none"> <li>Partner invoice</li> <li>Proof that partner has contributed 50% of the activity if a third party has been leveraged</li> <li>Copy of related third party invoices</li> <li>Confirmation that any and all engagement with PR/AR is Ivanti related</li> </ul>	<ul style="list-style-type: none"> <li>Travel, lodging, food and beverage</li> </ul>
<b>Print &amp; Online ** Advertising (including collateral literature)</b>	Demand Generation	<ul style="list-style-type: none"> <li>Print &amp; placement cost</li> <li>Expenses for advertising, agency fees, layout</li> <li>Production, creation or any other costs associated with creation</li> <li>Electronic banner ads</li> <li>Printing costs</li> </ul>	<ul style="list-style-type: none"> <li>Partner invoice</li> <li>Proof that partner has contributed 50% of the activity if a third party has been leveraged</li> <li>Copy of tear sheet of printed ad</li> <li>Screenshot of web banner</li> <li>Run dates, media schedule</li> <li>ROI report with number of leads and deal registration ID's where applicable</li> </ul>	<ul style="list-style-type: none"> <li>Expedited printing costs</li> <li>Travel, lodging, food and beverage</li> </ul>

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Approved Activity	Spend Category	Approved Expenses	Proof of Performance	Non-approved Expenses
Program Fees	Infrastructure	<ul style="list-style-type: none"> <li>Subject to regional Channel Director approval</li> </ul>	<ul style="list-style-type: none"> <li>Partner invoice</li> <li>Detailed description of program</li> </ul>	<ul style="list-style-type: none"> <li>Travel, lodging, food &amp; beverage</li> <li>Sponsorship of sports teams</li> </ul>
Sales Incentive**	Demand Generation	<ul style="list-style-type: none"> <li>Activities built around acquiring Net New Customer</li> <li>Details involving expense of sales incentive</li> <li>Activity must include a timeline and list of goals around the incentive</li> </ul>	<ul style="list-style-type: none"> <li>Partner invoice</li> <li>Detailed description of incentive</li> <li>Amount of anticipated pipeline and revenue</li> <li>List of participants and prizes awarded</li> <li>List of closed/wons deals from incentive</li> </ul>	<ul style="list-style-type: none"> <li>Alcohol</li> <li>Visa Gift Cards</li> <li>Travel, lodging, food &amp; beverage</li> </ul>
Sales Kick-Off/Sales Enablement	Partner Enablement	<ul style="list-style-type: none"> <li>Sponsorship</li> <li>Development of collateral/signage associated with kick off</li> <li>Food &amp; Beverage</li> <li>Merchandise (max cost per person)</li> </ul>	<ul style="list-style-type: none"> <li>Partner Invoice</li> <li>Copy of agenda</li> <li>List of attendees</li> <li>Copy of all co-branded collateral</li> </ul>	<ul style="list-style-type: none"> <li>Travel, lodging</li> <li>Alcohol</li> <li>Shipment costs</li> <li>Printing costs</li> </ul>
Sales/Technical Training	Partner Enablement	<ul style="list-style-type: none"> <li>Food and beverage</li> <li>Printing of collateral</li> <li>Giveaways and/or incentive (to be aligned with partner terms on incentive issue and just be a component of the activity)</li> </ul>	<ul style="list-style-type: none"> <li>Agenda</li> <li>Copies of notification of the event</li> <li>List of attendees with company name, name, phone and email</li> <li>Copies of any collateral or presentations used during the event</li> </ul>	<ul style="list-style-type: none"> <li>Travel, lodging</li> <li>Shipping or fulfillment costs</li> <li>Alcohol</li> </ul>
Search Engine Optimization (SEO)**  Search Engine tMarketing (SEM)**	Demand Generation	<ul style="list-style-type: none"> <li>Adwords purchase</li> <li>3rd party consulting fees</li> <li>Inbound marketing assistance</li> <li>Key word search assistance</li> </ul>	<ul style="list-style-type: none"> <li>Partner invoice</li> <li>Proof that partner has contributed 50% of the activity if a third party has been leveraged</li> <li>KPI reporting (click rates, CTR, # of leads generated, Timing)</li> <li>Landing page development</li> <li>Confirmation of call to action</li> </ul>	<ul style="list-style-type: none"> <li>Travel, lodging, food and beverage</li> <li>Domain purchases</li> <li>Shipment or fulfillment costs</li> <li>Cost of internal marketing automation</li> </ul>

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Approved Activity	Spend Category	Approved Expenses	Proof of Performance	Non-approved Expenses
Telemarketing**	Demand Generation	<ul style="list-style-type: none"> <li>Telemarketing service fees</li> <li>Cost of list acquisition</li> <li>List subscription services</li> </ul>	<ul style="list-style-type: none"> <li>Partner invoice</li> <li>Proof that partner has contributed 50% of the activity if a third party has been leveraged</li> <li>Invoices associated with the approved activities</li> <li>KPIs</li> <li>Campaign duration defined with Ivanti Partner Marketing Manager</li> <li>A copy of all leads generated during this activity, and deal registration ID's</li> </ul>	<ul style="list-style-type: none"> <li>Travel, lodging, food &amp; beverage</li> <li>Bonus to telemarketing staff</li> <li>Partner staff time for campaign planning</li> <li>In-house telemarketing activities made from your place of business</li> </ul>
Video production for Customer References and creation of (co-branded) video commercial/ animation	Infrastructure	<ul style="list-style-type: none"> <li>Production and editing</li> <li>Cost of vendor</li> <li>Must be reviewed/approved by Ivanti</li> </ul>	<ul style="list-style-type: none"> <li>Partner invoice</li> <li>Proof that partner has contributed 50% of the activity</li> <li>Copy of related third party invoices</li> <li>Copy of video file</li> </ul>	<ul style="list-style-type: none"> <li>Travel, lodging, food &amp; beverage</li> <li>Incentives to the customer for the reference</li> </ul>
Web Page**	Demand Generation	<ul style="list-style-type: none"> <li>Production</li> <li>Media placement and flighting schedule</li> <li>Creation</li> </ul>	<ul style="list-style-type: none"> <li>Partner invoice</li> <li>Proof that partner has contributed 50% of the activity if a third party has been leveraged</li> <li>Copy of the advertisement (mp4, video file)</li> </ul>	<ul style="list-style-type: none"> <li>Talent hire</li> <li>Location Costs</li> <li>Travel, lodging, food &amp; beverage</li> <li>Shipment costs</li> </ul>
Webinars**	Demand Generation	<ul style="list-style-type: none"> <li>List purchase</li> </ul>	<ul style="list-style-type: none"> <li>Partner invoice</li> <li>Proof partner has contributed 50% of the activity 50% of the activity if a third party has been leveraged</li> <li>Copy of the presentation clearly showing Ivanti's promotion</li> <li>SQLs</li> <li>List of registrants and attendees to include company name, name, email and phone</li> </ul>	<ul style="list-style-type: none"> <li>Travel, lodging, food &amp; beverage</li> </ul>

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## Ineligible Activities for Reimbursement

Activities that are seen to be 'outside' the scope of sales pipeline (demand) generation activities will be reviewed by a wider number of Ivanti colleagues and a verdict provided within 7 working days after the CFD request has been submitted.

Examples of these would be:

- Sponsorship of Ivanti led events for example booth space at Interchange, this activity must be funded wholly by the partner
- Customer gifts
- Associated cancellation fees of any activity that may or may not have a third party associated, this could be discussed
- Office supplies
- Attending "sports" events without an aligned sales generation plan
- Bribes, inducements
- Unapproved print magazine/publication advertisements
- Funded heads and their incurred/associated costs\*
- Visa Gift Cards
- Flights/travel costs and depending on the activity, food & beverage

- Alcohol-related gifts including giveaways and co-branded alcohol promotional items
- Legal fees
- Clothing or giveaways not associated with an event
- Deposits or pre-paid activities

## General Guidelines (CFD Usage, Reimburesment, etc.)

If after having an activity approved for funding the partner decides to no longer execute the 'approved activity', the partner must demonstrate how the new activity will generate equally as much pipeline/revenue prior to moving forward with the activity if expecting reimbursement. No information may be misleading or deceptive as to price, product, performance, features or specifications.

Activities that feature products from other vendors will be reimbursed on a pro rata basis. Ivanti reserves the right to decline participation or reimbursement if other vendors are not considered strategic to Ivanti's sales plans.

No privileged information regarding Ivanti may be disclosed in the Ivanti Carrier partner's printed or external communications.

Ivanti logos, copyrights and trademarks must be used in accordance with Ivanti's brand guidelines. Please request a copy of the Ivanti Partner Brand Guidelines from your Ivanti Partner Marketing Manager

CFD may not be used for personal items.

The Ivanti Partner Manager is not permitted to incur any expenses against a partner's previous allocation of funds.



## Submitting for reimbursement of an activity that is part of your Carrier marketing plan

Invoices aligned to an activity on your Carrier marketing plan should include the respective proof of performance identified in the prior list of approved activities. Your regional Ivanti Partner Marketing Manager will submit to Account Payable on your behalf:

- Americas: [Ashley.Brafford@ivanti.com](mailto:Ashley.Brafford@ivanti.com)
- EMEA/APAC: [Karin.Bayerlander@ivanti.com](mailto:Karin.Bayerlander@ivanti.com)

An invoice must be submitted by the partner for each CFD payment and submitted within 30 days from the first date of execution of the activity.

### Third Party Invoices

Any activities that are performed by a third party, must be discussed with your respective Ivanti Partner Marketing Manager. If your activity has been executed upon by a third party, it's essential that you have discussed this with your Ivanti Partner Marketing Manager – any invoice that is not associated with partner company name will require advance approval and the vendor be submitted into our procurement process to be vetted as an approved vendor. Submitting an invoice on behalf of a vendor that may not be in Ivanti systems, will delay payment.

#### North America

Partners who are in Canada and the United States should use following billing address:

Ivanti Inc  
10377 South Jordan Gateway,  
Suite 110 South Jordan, Utah  
84095 USA

#### Latin America

Partners who are in Latin America, with the exception of partners in Brazil should use:

Ivanti Inc  
10377 South Jordan Gateway,  
Suite 110 South Jordan, Utah  
84095 USA

#### Latin America (Brazil)

Partners who are in Brazil should use following billing address:

Ivanti Inc  
10377 South Jordan Gateway,  
Suite 110 South Jordan, Utah  
84095 USA

#### EMEA

Partners who are in Canada and the United States should use following billing address:

Ivanti UK Limited  
3 Arlington Square  
Downshire Way  
Bracknell Berkshire  
RG12 1WA United Kingdom

#### APAC

Partners who are in APAC with the exception of China and Japan should use following billing address:

Ivanti UK Limited  
3 Arlington Square  
Downshire Way  
Bracknell Berkshire  
RG12 1WA United Kingdom

#### APAC (China)

Partners who are in China should use following billing address:

Ivanti Software Technology  
Unit 905-907, Level 9  
No 1 Dong Change An Avenue,  
Dongcheng District  
Beijing, 100738 China

#### APAC (Japan)

Partners who are in Japan should use following billing address:

Ivanti Software KK  
Chiyoda-ku, Hirakawa-cho 1-1-8  
Koujimachi Ichihara bldg 5F  
Tokyo 102-0093  
Japan

## About Ivanti

Ivanti makes the Everywhere Workplace possible. In the Everywhere Workplace, employees use myriad devices to access IT networks, applications and data to stay productive as they work from anywhere. The Ivanti automation platform connects the company's industry-leading unified endpoint management, zero trust security and enterprise service management solutions, providing a single pane of glass for enterprises to self-heal and self-secure devices, and self-service end users. More than 40,000 customers, including 96 of the Fortune 100, have chosen Ivanti to discover, manage, secure and service their IT assets from cloud to edge, and deliver excellent end user experiences for employees, wherever and however they work. For more information, visit [ivanti.com](https://www.ivanti.com)

The Ivanti logo consists of the word "ivanti" in a bold, lowercase, sans-serif font. The letter "i" is red, while the remaining letters "vanti" are black. A small registered trademark symbol (®) is located at the top right of the letter "i".A vertical bar on the right side of the page, transitioning from red at the top to orange at the bottom.

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