

EMEA Emerging Partner Special: 10% Incentive for License Compliance (LC) Leads closed | Steps & T&Cs

This special incentive is valid in the Middle East, Turkey, Israel, Africa, Russian Federation + CIS

Partners who provide LC leads to Autodesk during this period **that are accepted by LC and are converted to a sale by January 7, 2022**, are eligible for a **10%** incentive pay-out with a maximum pay-out of **\$20,000**.

There is a limited fund for this incentive and therefore the first closed/won deals will be paid first until funds run out and provided the steps and terms & conditions as outlined below are met.

Steps

- Step 1:** Submit leads only through [Partner Center > Lead Homepage](#)
- Step 2:** Provide as much information as possible regarding the potential noncompliance in the customer background field when submitting the lead.
- Step 3:** Local LC Sales Representative will vet the lead and decide what appropriate LC action will be taken against this lead / target.
- Step 4:** If LC accepts the lead, the Local LC Sales Representative will take appropriate action.
- Step 5:** When the LC engagement has concluded and resulted in a purchase by the customer and is paid for, a **10% incentive pay out** (based on Discounted SRP) will be calculated and paid to the Partner who provided the lead.
- Step 6:** Once an order is received in Autodesk order system, the LC team will raise a Purchase Order (PO) including PO number for the incentive pay out.
- Step 7:** Once Partner has received the PO from Autodesk, Partner must raise an invoice with that PO number referenced on the invoice and submit to Autodesk no later than **January 20, 2022**.
- Step 8:** Autodesk receives Partner invoice and invoice is processed on standard 60-day terms.

Example incentive pay-out

Deal size (billings in Discounted SRP):	\$250,000
LC Incentive pay-out 10%	$\$250,000 * 10\% = \$25,000$
Maximum Incentive pay-out for this deal	\$20,000

Terms & Conditions

- Leads must be submitted through Partner Center from **July 19th to August 31st, 2021**
- Orders must be processed in Autodesk order system by end of business on **January 7, 2022**
- Partner must submit invoice for incentive pay out by end of business on **January 20, 2022**
- Minimum deal size is set at \$4,000
- Minimum incentive pay-out is \$400
- Maximum incentive pay-out is \$20,000
- Only paid if commercial resolution is agreed, paid and not returned
- If the customer does not choose to buy from the lead reporting Partner, the Partner will still be eligible for the 10% LC Program Incentive
- All incentive pay outs are only applicable to new Autodesk subscriptions / software – this does not apply to any renewal subscription (including e.g. multi-user to single-user trade-in, renewals of switched maintenance plans, subscription to subscription switch) or consulting purchases of the customer
- We will not accept the lead if it's not directly provided to License Compliance through Partner Center lead submission process
- Autodesk reserves the right to accept or reject leads provided by the Partner (i.e. not enough information provided, sales opportunity already open for this customer, etc.)
- Only paid on territory accounts (named accounts, mid-market accounts and strategic territory accounts are excluded). For further details on how Partners can identify Account segments, they should refer to the Partner Engagement Model (PEM) Guide on Partner Center > Resources > Partner Documentation Library > keyword search: PEM
- Autodesk reserves the right to make changes to its License Compliance Incentive Program with 30 days notice to Partners