Unwrap the Pipeline | Exclaimer Channel End-of-Year Incentive 2026

Terms and conditions

The Incentive; Eligibility.

1. This Reseller incentive (the **Incentive**) runs from 00:01 on Monday 9 November 2026 to 23:59 on Thursday 31 December 2026, in the Reseller's local time (the **Incentive Period**).
2. It is open to employees (**Reseller Reps**) of reseller channel partners who are registered members of Exclaimer's partner programme during the Incentive Period (each a **Reseller**) in all regions.
3. Distributor partners and managed service providers (and their employees), and employees and contractors of Exclaimer group companies are not eligible to take part in this Incentive. This Incentive is also not open to government officials or employees of public or state-owned bodies. Exclaimer may disqualify any individual who breaches this clause and withhold any prize.

How to enter.

4. To enter, a Reseller Rep must register one or more Potential Opportunities during the Incentive Period which must then be accepted by Exclaimer.
    - A **Potential Opportunity** means a sales opportunity with a Net-New Organisation for at least [100] seats registered with Exclaimer at pre-discovery or early stage.
    - **Net-New Organisation** means an organisation that: (i) has never previously been an Exclaimer group customer; and (ii) is not recorded on the Exclaimer group's systems at the time of registration by the Reseller Rep.
5. Entries must be made using the Incentive link with the campaign code. Attempted entries made any other way, including by navigating directly to exclaimer.com/partners/contact-sales, will not be counted.
6. Exclaimer will check every entered Potential Opportunity. Duplicated, repeated, fake or incomplete entries will be disqualified. A Potential Opportunity that has been accepted by Exclaimer will be considered a **Qualifying Opportunity** if it is at Stage 2 (Active Evaluation) or Stage 3 (Closing) at the time of acceptance by Exclaimer, or if later, once it progresses to Stage 2 (Active Evaluation) during the Incentive Period.
7. Each Reseller Rep can have a maximum of 10 Qualifying Opportunities during the Incentive Period. Any Qualifying Opportunities in excess of this number, or Potential Opportunities registered but not accepted as Qualifying Opportunities during the Incentive Period, will not be counted.
8. If two or more Reseller Reps register the same Qualifying Opportunity, the Reseller Rep with the earliest valid registration controls it.
9. Qualifying Opportunities are protected for 90 calendar days from the date of acceptance by Exclaimer. Exclaimer may extend this period at its sole discretion if the Reseller shows progress towards closing the Qualifying Opportunity.
10. Qualifying Opportunities each count as one except where the Qualifying Opportunity was entered between 00:01 on 9 November and 23:59 on 20 November 2026 (in the Reseller Rep's local time). Such a Qualifying Opportunity will count as 2 Qualifying Opportunities.

Prizes.

11. There is a maximum of three (3) prizes available. 1st place: an experience voucher worth £[750], redeemable through the voucher provider. The winner picks the experience. 2nd place: a gift card worth £[250]. 3rd place: a gift card worth £[100].
12. Where relevant, prize values will be converted from GBP to the local currency equivalent at Exclaimer's exchange rate on the date of purchase. Prize values may therefore differ slightly from those stated above.
13. The voucher or gift card provider's own terms apply to their use (including expiry dates and how to redeem them). Exclaimer is not responsible for the use of vouchers or gift cards, or for any experiences, products or services available through their use. No substitute or replacement will be provided for any voucher or gift card, including if it expires, is lost, stolen or otherwise not redeemed.
14. Travel, accommodation and any costs above the voucher or gift card value are not included and will be the winner's sole responsibility.

15. There is no cash alternative and prizes cannot be swapped, transferred or exchanged for cash.

Winners.

16. The winners will be the 3 Reseller Reps with the most Qualifying Opportunities. If there is a tie between two or more Reseller Reps, then the total number of seats across each Reseller Rep's Qualifying Opportunities will be totalled and the tied Reseller Reps ranked from highest seat count to lowest seat count. If the tie remains, the combined value of the prizes for the places the tied Reseller Reps would otherwise have taken will be divided equally between them, and each will receive a voucher or gift card of that equal value.
17. Winners will be contacted by email on or before 31 January 2027, and prizes will be sent by email within 14 calendar days of the winner being contacted. If a winner cannot be contacted by Exclaimer within 14 calendar days – having made reasonable attempts to do so – Exclaimer reserves the right to award the prize to the next highest entrant. In such circumstances, the original winner will have no right to receive or claim the prize.

General; Compliance.

18. Winners are responsible for any taxes that may be payable on their prize.
19. All Reseller Reps participating in this Incentive must check that their employer's gift policy permits them to take part in the Incentive and to accept a prize. Reseller Reps must inform their employer of their participation in this Incentive if their employer's policy requires them to do so. By entering, each Reseller Rep confirms that it has done so and is able to take part. Exclaimer reserves the right to tell a Reseller about a Reseller Rep's participation in this Incentive and any prize that they may win.
20. Resellers and Reseller Reps must comply with all applicable anti-bribery and corruption laws, and must not offer, give, request or accept any improper payment or advantage in connection with any activity under or related to this Incentive. Exclaimer may disqualify any Reseller Rep who breaches this clause and withhold any prize.
21. Exclaimer reserves the right to amend, add, withdraw or supplement this Incentive where this is unavoidable, for example to comply with the law or because of events outside its control, and will tell participants as soon as reasonably practicable.
22. By taking part, you acknowledge that Exclaimer will collect, use and share your personal data under and in accordance with applicable data privacy laws, including with any third parties used to run and deliver this Incentive and any prizes. You confirm that you have read the Exclaimer Privacy Policy, as amended from time to time, at www.exclaimer.com/company/privacy-policy
23. Exclaimer is the promoter of this Incentive. Exclaimer means Exclaimer Limited of 250 Fowler Avenue, Farnborough, Hampshire GU14 7JP, England.
24. Exclaimer's decision on all matters relating to the Incentive (including the allocation of the prizes) is final, provided it is made fairly and in good faith. This does not affect any legal rights that a Reseller Rep may have.
25. These terms and the Incentive are governed by the laws of England and Wales, and will be subject to the exclusive jurisdiction of the Courts of England and Wales (including in relation to non-contractual disputes and claims).
26. **Questions**? Contact your Exclaimer Channel Account Manager.