

TERMS & CONDITIONS — Copilot Catalyst

1. Program Overview

The Deal Registration Incentive supports partners outside the Catalyst Club who have large-scale Copilot Business opportunities.

This program supplements not replaces, Microsoft's global promotions. Microsoft's promotional offers apply automatically in Partner Center for eligible transactions. All details for these are found: aka.ms/PromoReadinessGuide

2. Eligibility Criteria

2.1 Partner Eligibility

Open to all Tech Data partners transacting CSP SMB SKUs.

2.2 Customer Eligibility (Microsoft Requirements)

Eligible customers must meet the same qualification rules from Microsoft's Global Promo Guide:

- ≤300 seats of Microsoft 365 Business SKUs
- Must be Commercial customers (not GOV, EDU, NFP)
- Workload prerequisites:
 - Copilot Business (standalone) — max 300 seats
 - Business Standard + Copilot bundle — 10–300 seats
 - Business Premium + Copilot bundle — 10–300 seats
 - Purview Suite for BP — only valid when attached to BP + Copilot scenarios

3. Program Period

- Valid for Tech Data incentives: **January 1 – March 31, 2026**
- Must overlap with Microsoft promotions (Dec 1, 2025–Mar 31, 2026).

4. Incentive Structure

4.1 Microsoft Promotional Discounts (Automatic)

Microsoft promotional pricing is:

- Auto-applied in Partner Center
- Governed strictly by Microsoft SKU eligibility
- Visible via Partner Center checkout + reconciliation files

Tech Data cannot override or manually apply Microsoft promotional discounts.

4.2 Tech Data Incentives (Additive)

- Must be pre-approved through Deal Registration
- Drawn from a **shared \$5,000 AUD pool**
- Allocated on a **first-approved, first-served** basis
- Stop once the pool is exhausted
- Subject to Tech Data Approval

A. Cashback Incentives on Copilot Business + Business Premium

Club partners may receive **cashback per seat** for eligible Copilot Business deployments attached to Microsoft 365 Business Premium:

Deal Size	Tech Data Cashback
50–149 seats	\$2 AUD per seat
150–299 seats	\$3 AUD per seat

These cashback payments stack on top of Microsoft’s promotional pricing (15%, 25%, or 35% off depending on SKU). (Microsoft discounts apply automatically and must be visible in Partner Center at checkout.

B. Additional 30% Discount on Security Add-Ons

When a partner attaches Security Suites **after Copilot Business**, they may unlock:

- **An additional 30% Tech Data-funded discount** applied to the Microsoft promotional price for:
 - **Microsoft 365 Purview Suite for Business Premium**

- **Microsoft 365 Defender Suite for Business Premium**

This 30% incentive is eligible only when:

- The customer first purchases **Copilot Business**, and
- The partner attaches **Purview Suite** and/or **Defender Suite** within the same customer engagement.

This discount is additive to Microsoft's 50% Purview Suite discount (Dec 1 – Mar 31) when eligibility is met.

C. Full-Stack Bonus (Optional Additive Incentive)

For deals that include the full Copilot + Security stack:

- **\$10 AUD per seat bonus**
when a customer purchases:
(1) Copilot Business + (2) Business Premium + (3) Purview Suite + (4) Defender Suite

This full-stack bonus is paid in addition to cashback and the extra 30% discount.

5. Deal Registration Requirements

To be considered, opportunities must:

- Involve **medium–large Copilot deployments (recommended ≥50 seats)**
- Include at least one of the promoted Copilot workloads mentioned above.

6. Claims Process

6.1 Before Purchase

Partners must:

- Register the opportunity
- Receive written approval from Tech Data prior to quoting
(No retroactive approvals possible.)

6.2 After Purchase

Claims must include:



- Invoice copies
- Subscription IDs
- Confirmation that the Microsoft promo was applied (Partner Center)

6.3 Claim Rejection Scenarios

- Microsoft promotion not applied due to customer ineligibility
- Deal size below threshold
- Pool exhausted
- Duplicate claims

7. Exclusions

- Transactions already receiving Catalyst Club incentives
- Renewals without expansion
- Ineligible customer segments
- Unsupported SKUs (e.g., enterprise SKUs, non-Business SKUs)
- Transactions outside Microsoft's promotional dates

8. Program Changes

Tech Data may adjust the program immediately if:

- Microsoft modifies promotional availability
- Pool depletes
- Operational requirements change