

Action Sales Incentive Programs for HCL

For HCL Client Partner Actian

- Expands HCL's services across the client
- Provides thought-leadership and innovation to the client
- *Delivers a 5X multiple for bookings and revenue*

Opportunities

- Collaboration as a key point of contact with Actian Sales
- Actian's internal customer where we work to add value
- Introductions to client stakeholders

Challenges

- Collaboration and sponsorship within account teams
- Deal cadence and competing priorities

5x Multiplier -100% Profit



Receive a 5X multiple on the Actian portion of your sales revenue.

HCL Sellers Compensation

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| • Profit | Triple Play Value (\$500K AAR Example) 1. 3 Year Deal = \$1.5M 2. 5x Credit on Booking = \$7.5M 3. 5x Credit on Revenue = \$7.5 M |
| • Booring | |
| • Revenue | |