



# Become a JAGGAER Customer Reference!



We appreciate you're busy and greatly value your time. As a reward for serving as a customer reference for JAGGAER, your company may be eligible to earn points for specific reference activities.

Points can be redeemed for rewards such as tickets to our annual customer meeting ("REV"), new JAGGAER services, as well as training sessions on JAGGAER applications. These include JAGGAER University, portfolio evaluation, solution optimization, and other professional services.

Please contact your Account Manager with the reference activities in which you would like to participate, including the preferred participation frequency for you and your team.

We thank you in advance for supporting JAGGAER.

## The activities and specific points for each include the following:

Reference Activity	Points Per Activity
Quote for Published Promotional Material	500
Online Analyst Review (Gartner Peer Insights, Spend Matters)	500
Press Release, Phone Call Reference, Written Case Study	2,000
Video Testimonial	3,000
Virtual Speaking Engagement, Webinar	5,000
In-Person Speaking Engagement at Industry Event	7,500
Hosting an On-Site Reference Visit	10,000
Referring a Prospect Who Then Becomes a Customer	15,000



## Reference Reward Program FAQ

### How does my organization join the customer reference program?

Contact your Account Manager or email [dg\\_referencemanager@JAGGAER.com](mailto:dg_referencemanager@JAGGAER.com)

Let your Account Manager know who at your organization is available to be a reference and what activities they are interested in participating.

### How can I earn points for my organization?

Let your Account Manager know if you are available to be a reference, what activities you are interested in participating in, and how often you are willing to be contacted. When you are contacted to be a reference, participate in the activity, and let your AM know that you completed the activity. Your organization will receive points once we know the activity is complete.

### How can my organization redeem points?

Points can be redeemed for rewards such as tickets to our annual customer meeting ("REV"), new JAGGAER services and training

sessions on JAGGAER applications. Such services and training offerings include JAGGAER University, portfolio evaluation, solution optimization, and other professional services. Points are converted into a notional amount of US Dollars on the below detailed scale. Conversion to a local currency will be done at the time of redemption.

- 2,500 points = \$125 USD
- 5,000 points = \$250 USD
- 10,000 points = \$1,000 USD
- 15,000 points = \$1,500 USD
- 20,000 points = \$3,000 USD
- 25,000 points = \$3,750 USD
- 30,000 points = \$6,000 USD
- 35,000 points = \$7,000 USD

**Please note:** The above amounts merely reflect an estimate of the economic value of various benefits a customer can use by redeeming points. The points are not redeemable for actual cash consideration. If a customer uses points for JAGGAER training or services, the corresponding value redeemed will result in discounts off list



price for those trainings or services. The maximum discount for training and services is 10% of the value of the specific training or services order, unless otherwise noted. For example, if a customer has 30,000 points, the customer has earned \$6,000 in credits to be applied to a discrete order. If the customer would like to purchase new services that costs \$10,000, the customer will be able to reduce the cost by up to \$1,000 (10% of the \$10,000 order). If the customer would like to purchase new training that costs \$10,000, the customer will be able to reduce the cost by up to \$1,000 (10% of the \$10,000 order). For non-services or training orders such as

JAGGAER's annual customer meeting, REV, the customer in this example would be allowed to redeem the \$6,000 in credits for the tickets.

### **When do the points expire?**

Points expire 24 months after earning.

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