

Highlights Arrow Q2 2026 “Pull it Forward” Incentive

Offering runs through June 30th, 2026

Net New & Sub Lic

\$250K min deal size

Additional 30-Day Terms

30 additional days to Pay

- Approved deals must be invoiced by June 30th
- No exceptions to required invoice date
- SaaS excluded
- Contact Arrow Channel Manager to nominate for this incentive

- Funds available to progress stalled deals to bring in for Q2
- Incentive to bring in deals slated for Q3 or not in Q2 CALL
- Contact Arrow CM to nominate deal for this incentive
- Participate in Deal Clinic call to discuss strategy to progress
- Incremental 30 days added to existing Arrow net terms agreement
- All requests must be modeled and approved by Arrow to be eligible
- Eligible for Net New: Subscription and Perpetual Software

Eligible for all end user
account designations

Not stackable with other
Arrow incentives
(i.e., Brand incentives)

Eligible Product Type:
Net New Perpetual
Net New Subscription

Deal must be
pre-approved with
Arrow quote

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Who is eligible?

- > All IBM Software Business Partners in the US aligned with Arrow are eligible. This is an Arrow-funded incentive; no other distributors offer this incentive. This offer may be combined with current IBM incentives, but not other Arrow incentives (i.e. Brand incentives).
- > IBM Proficiency badges on products required at the time of Arrow quote for eligibility.
- > Nomination Form:
<https://alchemytechnologyresource.com/arrow-incentive-nomination-portal/>

What is the Offer?

- > Arrow is offering additional 30 day terms to help support deal progression for stalled or Q3 pull ahead deals.
- > Eligible deals cannot be in Q2 CALL status
- > Sell net-new Perpetual License, Subscription License.
 - > : Minimum \$250,000 deal size.

Which deals are eligible?

- > Accounts designated as Select Territory are eligible. Net new Subscription is eligible. Min deal size of \$100,000.
- > Deals through Hyperscalers are eligible

Which deals are NOT eligible?

- > Only eligible for net new Perpetual and Subscription deals.
- > Deals in “CALL” status by IBM
- > Hyperscaler deals are not eligible
- > Previously invoiced transactions will not retroactively qualify.
- > This incentive cannot be combined with any other price concessions made by Arrow.
- > Arrow reserves the right to approve or deny deals on a case-by-case basis at our sole discretion.
- > Offer is limited and may be withdrawn at any time.

When does this offer begin?

- > Offer runs through June 30th to allow for progression activity to complete and orders to be processed and invoiced.
- > Submit approval request through the Arrow Nomination Form with end-user name, Arrow quote, deal revenue amount, and expected close date for consideration.
- > Written approval is required.

Requirements for eligibility

- > Deal nomination submission
- > Deal must have an approved registration