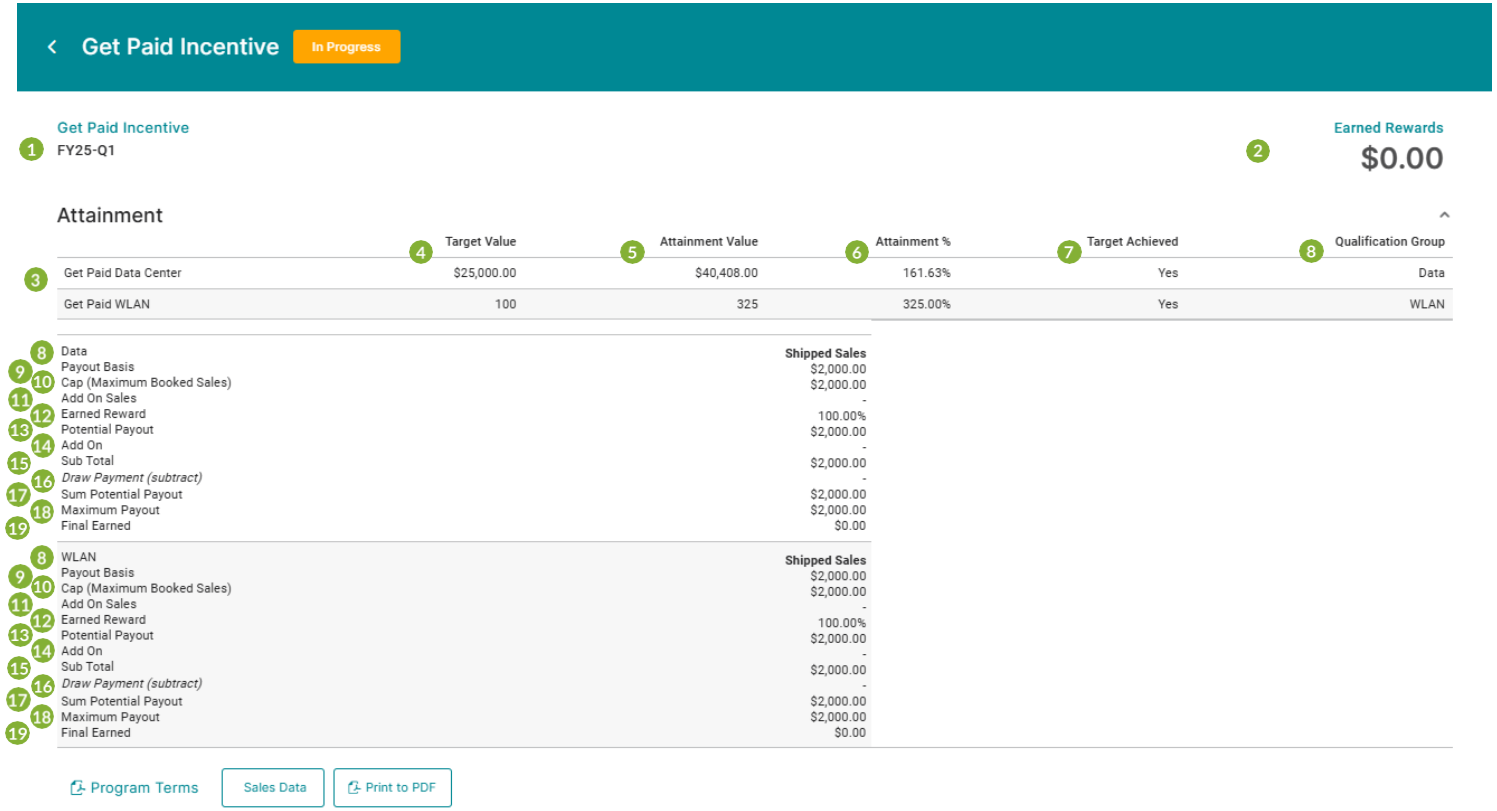
Get PAID Incentive - Taxonomy

1. **Incentive Name** – Incentive Name and Time frame Annual/Quarter
2. **Earned Rewards** - Incentive payout is calculated according to the incentive rules after the incentive is finalized for the period

Attainment

3. **Name –** Name of associated Get PAID POC Pipeline Value Reward Tier
4. **Target Amount –** Minimum tier value for Deal to be eligible
5. **Attainment Value –** Sum of eligible Deal(s) value or count
6. **Attainment %** - Displays the Sum of eligible Deal(s) divided by target value – needs to be greater than 100% to achieve Target
7. **Target Achieved** - Yes that the criteria is "Met" and No indicates that the criteria is Not Met.
8. **Qualification Group –** Used in the below tables for the different Reward Tier for earning a reward

Reward

9. **Payout Basis –** Amount of Potential Payout
10. **Cap (Maximum Booked Sales) –** Maximum eligible sum of Deal(s) earning based on combined Deal (s) Incentive Framework.
11. **Add On Sales** – Not Applicable to Get PAID incentive
12. **Earned Reward** – Will display 100% if Target is achieved
13. **Potential Payout** - Potential value of payout based on qualified Deal(s)
14. **Add On** - Not Applicable to Get PAID incentive
15. **Subtotal –** Projected value of incentive rewards based on **Potential Payout** plus **Add-On**
16. ***Draw Payment (subtract):*** Not Applicable to Get PAID incentive
17. **Sum Potential Payout** – Potential value of incentive based on Potential Payout plus Add On, where applicable
18. **Maximum Payout** - Where a maximum payout value is specified for an incentive, the value will display in this field (tallies to the Target Cap amount if applicable)
19. **Final Earned**- Incentive payout is calculated according to the incentive rules after the incentive is settled for the period