



CHANNEL PARTNER

Cash in the New Year

NEW LOGO/LOCATION CUSTOMERS

SPIFF	DEAL TYPE
400%	- OfficeSuite Professional, Phone Included, sold per seat at \$23.95 or higher - OfficeSuite Professional, Purchased Phone, sold per seat at \$17.95 or higher
300%	- SD-WAN, DDOS, UCaaS, CCaaS, Fixed Wireless
100%	- OfficeSuite Professional, Phone Included, sold per seat \$18.95-\$23.94 - OfficeSuite Professional, Purchased Phone, sold per seat at \$16.95-\$17.94 - All MRR not qualifying for strategic product SPIFFs of 300% or 400%*

RENEWALS AND CONVERSIONS

SPIFF	DEAL TYPE
100%	- Existing customer renewal or conversion that includes SD-WAN, OfficeSuite Professional, DDOS, UCaaS and/or CCaaS AND contains less than a 10% MRR write down

Up to 400% on new logo/location customers with OfficeSuite Professional, iOS Softphones and Contact Center services

300% on new logo/location customers with strategic products; SD-WAN, DDOS, UCaaS, CCaaS and/or Fixed Wireless

18 for 2018 Kicker: We're so excited about 2018, the 1st 18 deals that qualify for either a 300% or 400% SPIFF with a deal size of \$1,000 or greater (entire deal value) will get an additional \$1,000 SPIFF

100% SPIFF on all new logo/location customer product MRR not qualifying for strategic product SPIFF

100% paid on Renewal and Conversion deal MRR when SD-WAN, DDOS, UCaaS, or CCaaS is included

Terms and Conditions: Upfront offer valid from January 1, 2018 through March 31, 2018. Paid out per calendar month. To qualify, all sales must be customer signed and submitted on or before COB on the final business day of the month. All qualifying sales must be on a 36 month term or longer. Special price/ICB deals, and all deals over \$25,000 may require SPIFF approval for eligibility. The SPIFF payout for deals larger than \$50,000 MRR will be split into two payments, 50% upfront and 50% paid on last site install. Only the product MRR is eligible for the SPIFF, access and/or underlying transport is not included in SPIFF consideration.

New logo/location: Only new logo/location customers qualify for the 300% or 400% SPIFF. 300% or 400% SPIFF will be applied to qualifying product MRR on SD-WAN, OfficeSuite Professional, DDOS, UCaaS, CCaaS and/or Fixed Wireless. 100% SPIFF will be applied to all new logo/location customer product MRR not qualifying for the 300% or 400% strategic product SPIFF.

300% or 400% SPIFF will be applied to the first \$25,000 per deal in qualifying product MRR, every qualifying dollar above \$25,000 per deal will be paid a 100% SPIFF.

OfficeSuite Professional must be sold with 4 seats or more and at \$17.95 (purchased phone) or \$23.95 (phone included) per seat or higher to qualify for the 400% SPIFF and \$16.95 (purchased phone) or \$18.95 (phone included) per seat or higher to qualify for the 100% SPIFF. OfficeSuite Professional (purchased phone) sold per seat less than \$16.95 or OfficeSuite Professional (phone included) sold per seat less than \$18.95 are not SPIFF eligible. Other offers cannot be used in conjunction with SPIFF payment. OfficeSuite Professional seat pricing varies based on phone models selected.

18 for 2018 Kicker: The 1st 18 deals that qualify for either a 300% or 400% SPIFF with a deal size of \$1,000 or greater (entire deal value) will get an additional \$1,000k SPIFF. Windstream Enterprise commissions will notify eligible partners on qualifying deals.

*OfficeSuite (Phone Included) sold per seat less than \$18.95 or OfficeSuite (Purchased Phone) sold per seat less than \$16.95 are not eligible for ANY of the SPIFFs outlined in this document.

iOS Softphones and Contact Center Services are SPIFF eligible if they are sold in conjunction with SPIFF eligible OfficeSuite Professional products. iOS Softphones and Contact Center Services will be paid the same SPIFF amount as is paid on OfficeSuite Professional.

Renewal/Conversion: 100% SPIFF is paid on entire renewal/conversion MRR when a SD-WAN, OfficeSuite Professional, UCaaS and/or CCaaS product is added to an existing customer account as a conversion or renewal. The account must be renewal or conversion eligible and cannot realize more than a 10% write down of MRR after the conversion or renewal.

Disputes: Partner must provide notice of dispute within 90 days of payment. Windstream Enterprise reserves the right to reclaim any upfront payment if qualifying criteria is not met or if termination of services occurs. Partner must provide notice in writing 90 days after the promotional period ends of any missing SPIFF payments. Upfront payments may be clawed back if orders or services are not installed within 180 days of signature.

Windstream Enterprise sold deals, upfront payment(s) will not be released until after the customer is assigned a Windstream Enterprise account number. On customer conversions or renewals the SPIFF will be paid upon customer signature and submission.