



CHANNEL PARTNER

Smarter Summer SPIFF

With power solutions, nationwide network expertise and dedicated support, Windstream Enterprise gives you the strength of a large provider and the agility of a smaller one.



The payouts are heating up this summer with an up to 400% payout on unified communications and 300% payout on strategic services. Work smarter, not harder and enjoy some well-deserved fun in the sun without burning the bank. Earn more on the services you are already selling with Windstream Enterprise's Smarter Summer SPIFF.

NEW LOGO/LOCATION CUSTOMERS	
SPIFF	DEAL TYPE
Up to 400%	UC OfficeSuite Professional*
Up to 300%	SD-WAN, DDoS, UC Mitel, UC Avaya, Cloud Connect and Transport Types; Ethernet (VLS), Waves, Cloud Connect, OnNet 50mbps or greater, and Fixed Wireless
Up to 100%	Qualified product MRC not qualifying for a 400% or 300% SPIFF

RENEWALS AND CONVERSIONS	
SPIFF	DEAL TYPE
Up to 100%	Deals that include one or more strategic products

Terms & Conditions:

Upfront offer valid from July 1, 2018 to July 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 priced/ICB deals and deals over \$25,000 MRC will require SPIFF approval eligibility. The SPIFF payout for deals larger than \$50,000 MRC will be split into two payments: 50% upfront and 50% paid on last site install. Only eligible product and product component MRC qualify for the SPIFF.

SD-WAN, UC OfficeSuite Professional, UC OfficeSuite Standard, UC Mitel, UC Avaya, DDoS Cloud Connect and Transport Types; Ethernet (VLS), Waves, Cloud Connect, On-Net 50mbps or greater, and Fixed Wireless are defined as "strategic products" and the associated SPIFF defined as "strategic SPIFF."

400% strategic SPIFF: applies only to the qualifying UC OfficeSuite Professional MRC on new logo customers or new locations for existing customers.

300% Strategic SPIFF: applies to the MRCs associated with strategic products on new logo customers or new locations for existing customers.

100% Strategic SPIFF: applies to the MRCs associated with UC OfficeSuite Standard on new logo customers or new locations for existing customers.

100% SPIFF:

New logo customer or new locations for existing customer with one or more strategic products will be paid a 100% SPIFF on all eligible deal MRCs that are not already qualified for a 400% or 300% SPIFF

New logo customer or new locations for existing customer without one or more strategic products must have a deal size of at least \$500 MRC and will be paid a 100% SPIFF on eligible product MRCs.

Renewals or conversion customer deals containing one or more strategic products. The account must be renewal or conversion eligible and cannot realize more than a 10% write down of MRR after the conversion or renewal.

The following products are exempt from any SPIFF payment: All underlying transport products (except as specified under strategic products), RAF or other taxes/surcharges, CPE NRC and other Third-Party/Tertiary Services.

UC OfficeSuite Professional must be sold with 4 seats or more - refer to the UC OfficeSuite Professional Pricing Matrix (See your channel manager or contact Windstream Enterprise Channel Marketing) for seat pricing and models that qualify for 400% and 100% SPIFFs. SPIFFs are paid on eligible UC OfficeSuite components: User License, SCC (Simultaneous Call Capacity) and the eligible phone MRCs.

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

SPIFF can be used in conjunction with free months on deals that contain one or more strategic products. The SPIFF will be reduced by 100 points per free month of credit. Reductions can not exceed the SPIFF amount.

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 are not met or if termination of services occurs. Partner must provide notice of any missing SPIFF payments in writing 90 days after the promotional period ends. Upfront payments may be reclaimed if orders or services are not installed within 180 days of signature.

For 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, SPIFF paid upon customer signature and submission.

*See UC OfficeSuite Professional pricing matrix for qualifying SPIFF details

**Strategic products are: SD-WAN, UC OfficeSuite Professional, UC OfficeSuite Standard, UC Mitel, UC Avaya, DDoS, Cloud Connect and Transport Types; Ethernet (VLS), Waves, Cloud Connect, On-Net 50mbps or greater, and Fixed Wireless

See terms and conditions for complete SPIFF details.

We see partnership differently

Windstream Enterprise is creating a Channel Program that partners are proud to be a part of. We're committed to delivering a series of program improvements and initiatives to you, our partners, to help you see us differently.

To learn more about our Partner Program, visit windstreamenterprise.com/channel-partners