

CHANNEL PARTNER

11X Plus 5% = Our Biggest SPIFF Ever

Cash in on incentives tied to solutions that will drive business forward.

Earn up to 11X SPIFF

when you sell OfficeSuite Solutions. As part of the incentive, partners can leverage our 30-day free trial of OfficeSuite UC[®] and HD Meeting[®].

HERE'S HOW	
DEAL TYPE	SPIFF
OfficeSuite UC	10X (on strategic solution MRC)
OfficeSuite UC plus SD-WAN, DDoS or Fixed Wireless	11X (on strategic solution MRC)

Plus:



Earn an additional 5% residual on UCaaS, SD-WAN and DDoS

SPIFF Terms:

Upfront offer valid from July 1, 2020 through September 30, 2020. All qualifying sales must be new logo/new location deals on 36-month term or longer and include OfficeSuite UC. 10X and 11X incentives apply to Strategic Solution MRC only. OfficeSuite UC must be sold with four seats or more. For a complete list of the terms and conditions, visit windstreamenterprise.com/channel-partners/spiff-terms.

5% Residual Terms:

Earn an additional 5% residual commission on strategic solutions MBR sold between April 1, 2019, and December 31, 2020. The additional residual incentive is in addition to the residual amount based on the new commission structure rolled out in April 2019. To qualify, all sales must be customer signed and submitted on/before COB December 31, 2020. All qualifying sales must include one or more strategic solutions on a 24-month term or longer, and have a total deal value of \$500 or greater. The 5% promotional residual will apply to qualifying strategic solutions MBR. Special priced/ICB deals and deals over \$25,000 MBR will require prior approval for eligibility. For a complete list of the terms and conditions, visit windstreamenterprise.com/5percent-incentive.