



CUSTOMER RENEWAL INCENTIVE

# Extend and Win

Earn incentives for renewing eligible customers through the WE Connect Partners portal—all while protecting your base revenue and residual.

## Offers made easy

Windstream Enterprise provides customer-specific\* renewal offers in the form of one-time credits that are accessible in your WE Connect Partners portal dashboard. These attractive offers are “as-is” and dependent on the customer MRR and renewal term. You determine the split between customer savings and your incentive and qualify for payment when the customer accepts the offer. Even better, customer credits for these offers will not result in a chargeback to your residual.

\*Not all customers will have a renewal offer available.

## How to Extend and Win:

1. Navigate to the ‘Offers’ section on the base management page of WE Connect Partners.
2. Choose from available offers and select the appropriate split between customer credit and your incentive.
3. Submit the offer to your customer for e-signature and collect incentives when they sign.

### Terms and Conditions:

Valid for qualified customers on “as-is” renewals only administered by partner through the WE Connect Partners portal. Upsells, migrations and any offers extended outside of the WE Connect Partners portal, including any other types of renewals, are excluded. Incentive reflects maximum payout to partner. Agents with a master partner agreement should refer to your master program agreement for more details. Credits that exceed \$25,000 require additional approval. Customer termination of service(s) prior to the start of the renewal term may result in a chargeback of any partner upfront offer incentives and renewal credits.

**Not yet registered for WE Connect Partners?  
Contact your Channel Manager to learn how.**