

CHANNEL PARTNER

Avaya IP Office Subscription Incentive

Earn up to 7X when you sell Avaya IP Office Subscription

7 reasons to sell Avaya IP Office

1. Scalability from 5 to 3,000 users, connecting up to 150 locations
2. Hosted OPEX licensing
3. Option for second dedicated Windstream Enterprise Data Center for geo-redundancy
4. Two advanced call center options with support for up to 400 agents, including chat, email and SMS
5. Based on the most current release of Server Edition IPO with options for 500v2, ACR, ACCS, Calabrio WFM and WFO
6. Include SD-WAN for resiliency, additional bandwidth and built-in security
7. Earn up to 7X SPIFF plus 5% additional residual

Avaya IP Office Subscription 7X SPIFF payout eligibility:

SPIFF Payouts (paid on Strategic Solution MRC): Avaya IP Office = 6X

Add SD-WAN for additional 1X

Plus:



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

SPIFF Terms:

Upfront offer January 1, 2021 through March 31, 2021. All qualifying sales must be new logo/new location deals on 36 month term or longer and include Avaya IP Office Subscription solution. Up to 7X and additional incentives apply to Strategic Solution MRC only. 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 for MBR sold between April 1, 2019 and December 31, 2021. 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, 2021. 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.