

## CHANNEL PARTNER

# 4X Plus 5% = Earn Exponential Incentives

Cash in on our partner incentives

## Earn up to 4X SPIFF:

Eligible strategic solutions:

UCaaS/CCaaS (Avaya or Mitel)  
Excludes Avaya IP Office

SD-WAN

DDoS Mitigation

Fixed Wireless

HERE'S HOW	
DEAL TYPE	SPIFF
Deal with one strategic solution	3X (on strategic solution MRC)
Sell two or more strategic solutions	4X (on strategic solution MRC)

## 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 at least one eligible Strategic Solution. 300% 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](http://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](http://windstreamenterprise.com/5percent-incentive).