



CHANNEL PARTNER

4X Plus 5% = Cha-Ching

Cash in on our partner incentives

Earn up to 4X SPIFF:

Eligible strategic solutions:

UCaaS/CCaaS
(OfficeSuite UC®, Avaya or Mitel)

SD-WAN

DDoS Mitigation

Fixed Wireless

HERE'S HOW	
DEAL TYPE	SPIFF
Deal with one strategic solution	300% (on strategic solution MRC)
Sell two or more strategic solutions	+100% (on strategic solution MRC)

Plus:



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

SPIFF Terms:

Upfront offer valid from Dec 1, 2019 through March 31, 2020. 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. 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 March 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 March 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.