



**MegaPath Partner Spiff Program:**

The MegaPath Spiff Program provides eligible MegaPath Master, Alliance and Referral Partners the opportunity to earn extra, one-time revenue above and beyond the normal MegaPath commissions payouts. Participating in the program is easy. Partners need to submit closed orders for the products noted below, and after the service is installed, the Partner gets the standard commission **PLUS** the corresponding spiff. It's that simple!

**Current Sales Spiffs Valid for Bookings:**

April 1, 2017 through June 30, 2017

**Eligible MegaPath Products and Corresponding Spiffs:**

MegaPath Partners can now earn spiffs on the below products that close and install at a 3-year contract term, unless otherwise noted below:

Service	Spiff
<p><b>Voice Services<sup>1</sup></b> Hosted Voice, PRI, SIP Trunks, Analog Lines</p> <p><b>Unified Communications<sup>1</sup></b></p> <p><b>Managed Networks &amp; Security</b> SD-WAN, IPsec, UTM, Managed WiFi</p> <p><b>Hosted IT Services</b> Microsoft Exchange, Microsoft SharePoint, Data Backup, and/or Enterprise Cloud Hosting</p>	<p><b>3X<sub>MRC</sub></b></p>
<p><b>Access: CSA Bonded T1 and Ethernet<sup>2</sup></b> Bonded T1 3.0 – 6.0 Mbps EoC, EoDS1, Asymm Ethernet</p>	<p><b>1X<sub>MRC</sub></b></p>
<p><b>Polycom Phones:</b> VVX410, VVX500, VVX600, VVX1500, IP550, IP560, IP650, IP 670, IP6000</p>	<p><b>\$17.50/phone</b> with 3-year term rental</p> <p><b>\$12.50/phone</b> with 2-year term rental</p>

<sup>1</sup> Hosted Voice and Unified Communications spiffs are valid with No-Contract Term promotion and 1, 2 or 3-year contract terms. Spiffs paid on MRC for seats, lines, trunks, optional services, and bundled minute plans. Spiff excludes POTS lines. Spiff can be combined with the Access Spiffs (must meet term requirement), Managed Network and Security, Managed WiFi, Hosted IT and Polycom Phone Spiffs. Voice and UC Services can be combined with end-user promotions but cannot be otherwise discounted and qualify for spiff without approval. No seat minimum.

<sup>2</sup> 1X MRC spiff paid on each circuit in Core Service Area services only. Access service cannot be discounted and qualify for spiff without approval. Can be combined with the Voice, UC, SIP and PRI Spiffs. Requires a two- or three-year contract term.

## MegaPath Channel Partner Spiffs | Q2 2017 for Master, Alliance and Referral Partners



### MegaPath Spiff Program Terms and Conditions:

1. Under this program, only existing MegaPath Alliance, Advantage, Gold Advantage, Referral and Master Partners, legacy Covad Sales Agents and Dealers, and legacy Speakeasy Solution Partners with a current, active contracts, and that are in good standing are eligible to participate.
2. Partner is only eligible for the spiffs set forth herein where the end-user/customer orders the products listed in the "Eligible MegaPath Products and Corresponding Spiffs" section.
3. Only eligible services ordered at a three (3) year term qualify for the spiff program unless otherwise noted.
4. Only sales of new circuits/seats qualify for the spiff. Renewals, upgrades, downgrades, or moves of existing circuits/seats do not qualify.
5. Spiffs are calculated monthly, based on total installations, and will be distributed via the standard commission payout process as outlined in the current Partner Agreements.
6. If the customer cancels at any time before installation, the spiff will be voided. Or, if the spiff has already been paid and the customer terminates or has been terminated due to non-payment within 12 months after installation for Voice and MegaPath One spiffs, or 6 months after installation for all other spiffs, MegaPath reserves the right to deduct the amount of the spiff from future commission payments as provided in the current Partner Agreements.
7. Service and/or circuit selling price must be at or above the list/publically advertised price to be eligible for the spiff with the following exceptions: Bonded T1 and Ethernet services may be discounted up to fifteen (15) percent. If service/circuit is sold at a discount below the list/publically advertised price, the spiff will be voided unless noted above.
8. Partner spiff payout is capped at \$100K per customer account.
9. The person or company that receives the spiff is responsible for all the taxes and liability associated with the MegaPath Spiff Program. MegaPath assumes no responsibility for taxes and liability.
10. This offer is void where prohibited or otherwise restricted by law.
11. Program valid April 1, 2017 until June 30, 2017, unless stated otherwise.
12. MegaPath reserves the right to modify or cancel this program at any time.
13. No exceptions to this program will be allowed. MegaPath has the right to deny all claims that do not meet the criteria outlined in this document. Additionally, MegaPath has the right not to accept any referrals.
14. Any questions regarding Program should be addressed to your MegaPath Sales Representative.