

Promotion Term: February 1st – June 30, 2024

The Promotion:

Earn a **2X Bonus** when you sell a BCN Solution that includes **A COMBINATION OF** IP Connectivity **AND** Emerging Services.

Examples of Qualifying Service Combinations:

- BCN POTS over LTE
- 5G Wireless Service with Managed Cradlepoint
- Internet Access + SD WAN
- Internet Access + Managed Router
- Internet Access + SIP Trunks
- Internet Access + HPBX + Edgemark + IP Phones

BCN Promotion Plan Value: Choose One

- 2X Sales Partner Bonus on applicable service plan Monthly Recurring Charge(s) MRC.
- Account Credit on Customer's 3rd and 5th invoices equal to applicable service plan Monthly Recurring Charge(s) (MRC).
- 1X Sales Partner Bonus on Service Plan MRCs **AND** 1X Account Credit on Customer's 3rd invoice equal to applicable service plan Monthly Recurring Charge(s) MRC.

Qualifying Sales Partners: All contracted BCN Telecom Sales Partners are eligible to participate.

Qualifying Accounts:

- The Promotion is ONLY applicable to New BCN Customers.

Qualifying Services:

- All IP Connectivity Services
- All Emerging Services (POTS Over LTE, SD-WAN, HPBX, SIP Trunks, Managed Equipment)

Qualifying Orders:

- All orders with a **Minimum Value of \$500.00** for Qualifying Accounts with Qualifying Services.
- Orders must include **A COMBINATION OF** IP Connectivity Services **AND** Emerging Services.
- Minimum 3-year term required.
- Standard Sheet Rate Pricing – Any specialized pricing must be approved in advance to qualify.
- Other Pricing Modifications – Any modifications to pricing beyond the rates for the service must be approved in advance to qualify.
- Standard Terms and Conditions – Any modifications to Standard Terms and Conditions must be approved in advance to qualify.
- *All Qualifying Orders must be submitted on or before June 30, 2024.*

Promotion Value Payment/Issuance:

- **2X Sales Partner Bonus** paid in 2 installments, 60 days and 120 days following the 1st full billing month, equal to the combined applicable Service Plan Monthly Recurring Charge(s) (MRC) on installed/active Qualifying Services.
- **2X Account Credit** applied in 2 installments, on the customer's 3rd and 5th month invoices, equal to the monthly Service MRC(s) on installed/active Qualifying Services.
- **2X Split - 1X Partner Bonus and 1X Account Credit** applied in 2 installments - 1X Account Credit applied on the customer's 3rd month invoice and 1X Spiff paid 120 days following the 1st full billing month, equal to the monthly Service MRC(s) on installed/active Qualifying Services.

FOR EXAMPLE

- 2X Partner Bonus Qualifying order includes a combination of IP Connectivity and SD-WAN at 3 locations.
- **Location 1 & 2** - Internet and SD-WAN are Installed/Active with both services billing on March 1, 2024
 - Installment 1 on the combined service MRCs paid by May 1, 2024
 - Installment 2 on the combined service MRCs paid by July 1, 2024
- **Location 3** – Internet is Installed/Active and billing on March 1, 2024. SD-WAN is Installed/Active and billing on April 1.
 - Installment 1 on the combined service MRCs paid by June 1, 2024
 - Installment 2 on the combined service MRCs paid by August 1, 2024

Early Termination: In the case of early termination of qualified services, standard BCN Early Termination Charges shall apply. BCN also reserves the right to recover any Sales Partner Bonus or Customer Account Credit previously awarded.

Other restrictions may apply. Please contact your BCN Sales Director with any questions.