



Partner Data Center Spiff 2024

Jan 1st - June 30th SPIF: **3x** MRR for **data center component ONLY** of deal paid out in one-time payment **PLUS** 15% of residual for full term of contract.

Example: \$1,000/month Data Center with \$500 DIA circuit deal closed on Feb. 2nd

Payment: $\$1,000 \times 3 = \$3,000$ One-time payment

$\$1,000 + \$500 = \$1,500$ (total monthly value) $\times 15\% = \$225$ per month

July 1st - December 31st SPIF: **2x** MRR for **data center component ONLY** of deal paid out in one-time payment **PLUS** 15% of residual for full term of contract.

Example: \$1,000/month Data Center with \$500 DIA circuit deal closed on October 2nd

Payment: $\$1,000 \times 2 = \$2,000$ One-time payment

$\$1,000 + \$500 = \$1,500$ (total monthly value) $\times 15\% = \$225$ per month