

Consolidated Communications Partner ONE

Q2 2024 Promotions

3x

EARN 3X ON NET NEW MRR FOR ON-NET & NEAR-NET LOCATIONS WITH AN MRR OF \$250 AND ABOVE

5x

EARN 5X ON NET NEW MRR ON MULTI-LOCATION & MULTI-PRODUCT OPPORTUNITIES

- ✔ Opportunities must contain 3 or more locations AND
- ✔ Include multiple qualifying Advanced Network Products such as: SD-WAN, Security, Cloud WiFi, Data Center, DRaaS, Cloud Peer Connect

6x

EARN 6X ON NET NEW UCaaS MRR SALES!

- ✔ 6x applies to net new UCaaS MRR only
- ✔ The UCaaS promotion can be used in conjunction with Net New MRR network product promotion as shown above.

1x

RENEWAL INCENTIVES

- ✔ Earn 1x on renewals over \$500 MRR with the addition of 1 or more NEW products.

Terms and Conditions

- Incentives are paid based on the contracted Net New MRR and calculated by opportunity/contract
- Incentives cannot be used in conjunction with any other incentives or promotions CCI is offering without prior approval from your Channel Director
- Opportunities must be signed by the customer and accepted by CCI all between 4/1/2024-6/30/2024 to qualify
- Minimum of 36-month term for all incentives
- Applies to net new revenue from new locations and new products for existing CCI customers, and new logo customers (per CCI Rules of Engagement)
- All incentives will be paid only on signature
- Deals over \$5000 Net New MRR will require incentive eligibility approval from your Channel Director
- Upfront payouts larger than \$30,000 in total payout will be split into 2 payments: 50% upon a clean order processing, and 50% paid on last site installed
- Deals requiring construction will be subject to review to confirm overall margins and payout may be reduced
- Deals with over 50% off-net locations, require approval from your Channel Director
- Renewal revenue does not qualify toward Net New MRR (exception on the 1x renewal component listed above)
- Renewal incentive will be paid on deals that are of equal value or higher than customer's current billing
- Long Distance Revenue not included in Net New MRR except for OCP buckets
- Chargeback rules apply based on Partner Agreement
- Must use CCI standard pricing or receive prior approval from your Channel Director to qualify
- CCI reserves the right to end incentives at any time