

FINISH '23 STRONG WITH 3-5X MRC!

Now through 12/31/23, earn **3-5X MRC** for new logo sales based on contract term. Growing revenue with an existing customer?
Earn a **1X MRC** bonus!

NEW LOGO SPIFF: UP TO 5X MRC

3-year deal = 3X MRC Bonus | 4-year deal = 4X MRC Bonus | 5-year deal = 5X MRC Bonus

Earn a multiplier bonus for each year of your new logo contract term. New customer accounts only. Account must not have actively billed with Everstream in previous 12 months. Renewals or deals with existing customers adding new service at new locations are excluded. Qualifying deals are installed on the Everstream network; Type-2 excluded. Minimum MRC of \$500 and 36-month term to qualify. Total bonus commission not to exceed \$15,000 per deal.

GROW REVENUE: EARN 1X MRC

Earn 1X MRC bonus when you grow an existing Everstream customer account by \$500 MRC or more. Qualifying deals include adding new product/services, upgrades, new locations or renewals with revenue growth. Minimum net new MRC of \$500 and additional 12-month term to qualify. Qualifying products include DIA, PTP, PTMP (WAN), Voice and Managed SD-WAN.

Sample Bonus Payout

Deal Type	MRC	Bonus Eligible	Bonus Payout
New logo customer: DIA, 36-month term	\$700	New Logo	\$2,100
New logo customer: WAN, 60-month term	\$2,100	New Logo	\$10,500
Existing customer: new Voice services	\$500	Grow Revenue	\$500

Terms and Conditions

- Spiff period: October 1, 2023 - December 31, 2023. Contract must be signed during this period to qualify.
- Qualifying products include DIA, WAN (PTP, PTMP), Voice, Managed SD-WAN. Bonus calculations exclude estimated usage fees for Voice services.
- Qualifying deals are installed on the Everstream network; Type-2 excluded.
- On-net data center 10 Gps P2P circuits are subject to review and are not automatically included in spiff payout.
- New logo multiplier breakdown: 3X for deals with 36-47 month term, 4X for deals with 48-59 month term, 5X for deals with 60 month or greater term.
- Minimum 36-month term for new logos. Minimum additional 12-month term on existing customer deals.
- Total bonus commission not to exceed \$15,000 per customer account.
- Bonus commission will be paid only to active contracted referral partner, agents and local resellers in good standing.
- One-time bonus commission payments will be issued for signed and processed, qualifying contracts by the following month-end.
- If the order is cancelled before it is installed, Partner will be responsible for one-time repayment of bonus commission to Everstream.
- Everstream reserves the right to reject payment on accounts that do not qualify.

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