



Back by popular demand...

Stack your SPIFF!



Between January 1, 2024 and June 30, 2024, RingCentral Reach™ partners can earn*:

Up to 10X MRR

By closing 3-year deals for:

6X

RingCentral MVP

7X

RingCentral MVP + 1 New Product like RingCentral Webinar, Push-to-Talk, or RingSense

8X

RingCentral MVP + 2 New Products OR RingCentral MVP + RingCX

9X

RingCentral MVP + RingCX + 1 New Product

10X

RingCentral MVP + RingCX + 2 New Products

All RingCentral Contact Center deals to new customers and all new product upsells to existing customers also qualify for 4X MRR!

QUESTIONS? CONTACT YOUR RINGCENTRAL PARTNER MANAGER.

*Terms and conditions apply.

10X STACKABLE SPIFF Incentive

*Terms and conditions apply: Offer valid January 1, 2024 – June 30, 2024 (the “Incentive Period”). In order to participate in this 10X STACKABLE SPIFF Incentive (“Incentive Program”), you must be an active Partner on file with RingCentral (as determined by RingCentral in its sole discretion) who is subject to a RingCentral commissions plan that, aside from temporary incentive payments or spiffs, provides for residual commissions only (i.e., no permanent upfront commissions). To the extent permitted by applicable law and subject to these terms and conditions, RingCentral will pay you (or your applicable master agent or master broker (collectively, “Master Broker”)) a one-time bonus on MRR for an Incentivized Sale closed during the Incentive Period as follows: (1) 4x MRR for an Incentivized Stackable Sale of RingCentral Contact Center or an Incentivized Upsell, (2) 6x MRR for an Incentivized Stackable Sale of RingCentral MVP, (3) 7X MRR for an Incentivized Stackable Sale of RingCentral MVP plus one New Product, (4) 8X MRR for an Incentivized Stackable Sale of RingCentral MVP plus two New Products or an Incentivized Stackable Sale of RingCentral MVP plus RingCX, (5) 9X MRR for an Incentivized Stackable Sale of RingCentral MVP plus RingCX plus one New Product, or (6) 10X MRR for an Incentivized Stackable Sale of RingCentral MVP plus RingCX plus two New Products; provided, however, for Incentivized Stackable Sales of more than one Service to be eligible for the bonus, the number of units of each of RingCX and any New Product sold must separately equal 10% or more of the number of units of RingCentral MVP sold. An “Incentivized Stackable Sale” is a Qualified Sale during the Incentive Period for a three-year or longer initial contract term of one or more Services to a new Customer. An “Incentivized Upsell” is a Qualified Sale during the Incentive Period for a three-year or longer initial contract term of a New Product to an existing Customer who is purchasing such New Product for the first time. “New Product” means “RingCentral Webinar,” “RingCentral Video,” “RingCentral for Frontline Workers, or “RingSense.” An Incentivized Upsell must be registered in accordance with RingCentral’s channel policies in order to be eligible for this Incentive Program. Incentivized Stackable Sales and Incentivized Upsells (collectively, “Incentivized Sales”) must be registered under a RingCentral-brand Partner ID, and Incentivized Sales are not eligible for any other incentive program for Incentivized Sales. The Customer account resulting from an Incentivized Sale (“Qualified Account”) must be activated during the Incentive Period. MRR for an Incentivized Sale is determined at the end of the month in which the applicable Qualified Account is activated and will exclude MRR for products, services, or offerings not explicitly referenced in these terms and conditions, such as RingCentral Events, third-party products and services, recurring professional service offerings, hardware rentals, and device-as-a-service offerings.

Stackable Bonus Illustration:

New MRR	Bonus	Bonus Payout
\$1,000	6X	\$6,000
\$1,000	7X	\$7,000
\$1,000	8X	\$8,000
\$1,000	9X	\$9,000
\$1,000	10X	\$10,000

If (A) an Incentivized Sale is canceled, in whole or in part, before RingCentral actually receives payment in full of at least nine months’ subscription fees (“Minimum Subscription Fees”) for the cancelled units of Service sold as part of such Incentivized Sale or in a manner requiring RingCentral to provide a refund of any portion of the Minimum Subscription Fees already paid to RingCentral, or (B) RingCentral otherwise does not receive the Minimum Subscription Fees, then in each case, RingCentral shall be entitled to a refund equal to the full value of the one-time bonus paid in excess of the cumulative MRR received by RingCentral and not refunded. If RingCentral is entitled to a refund of any portion of the bonus paid to you (or your applicable Master Broker) under this Incentive Program, to the extent permitted by applicable law, RingCentral may set off such refund amounts against any amounts owed by RingCentral to you (or your applicable Master Broker).

Demo sales, resales, cloud-to-cloud Mitel sales, discounted sales for Partner’s internal use do not qualify for this Incentive Program. RingCentral shall pay one-time bonuses under this Incentive Program on or around the last day of the month following the month in which RingCentral received payment from the applicable Customer of all amounts due for the First Payment. The “First Payment” means, with respect to an Incentivized Sale, the first regularly scheduled recurring payment in respect of such Incentivized Sale from the corresponding Customer. If you registered an Incentivized Sale under a Master Broker, such Master Broker is solely and exclusively responsible for determining in its sole discretion if, what, and when to pay you for such Incentivized Sale under this Incentive Program. RingCentral reserves the right in its sole discretion to modify or end this Incentive Program at any time. Capitalized terms used but not otherwise defined herein shall have the meanings as set forth in your (or your Master Broker’s) relevant partner agreement (the “Partner Agreement”) with RingCentral. Except as expressly provided herein, the Partner Agreement and [RingCentral Channel Partner Terms](#) govern this Incentive Program.