



Strategic SPIFF for Broadband Access Services!!! (TDM ONLY SPIFF)

Payout

- **\$2,000 bonus on any new logo closed/activated with \$7,500 MRC value**
- **\$1,000 bonus on any new logo closed/activated with \$5,000 MRC value**

Deal Requirements

- New Logo Customers for Broadband Access
- New Logo is any new Broadband Access customer who did not have service prior to 8/1/2023 and/or was not a registered opportunity before June 1, 2024
- Minimum Term: 2 years
- Circuits must be activated between August 1st and December 31st, 2024

Details

- \$2K maximum payout for any one new logo customer
- New logo customer = named customer that is not in existence as a Broadband Access customer as of July 1, 2024
- SPIFF will be paid on new logos following qualifications being met on the first two closed opportunities within the SPIFF program period
- SPIFF will be paid following attainment of the \$7,500 MRC minimum (2 opportunity maximum)
- Subsequent opportunities will be considered add-ons and are not eligible for SPIFF qualification calculation
- Payment will be calculated and paid as part of the standard commissions process
- Min. MRC requirement \$7,500 (sum of circuits under one single logo on the initial two opportunities)
- Pilot opportunities do not count as one of the first two opportunities
- Special pricing deals excluded from SPIFF program (unless approved in writing by Semtech)
- Semtech reserves right to modify program at any time
- **Contact your Channel Manager for more details today!**



SPIFF for Broadband Access Services!!!

Payout

- **2xMRC for a New Customers, New Circuits! (August – December 2024)**

Deal Requirements

- New Logo Customers for Broadband Access
- New Logo is any new Broadband Access customer who did not have Broadband Access service prior to 7/1/2024
- Minimum Term: 1 year
- Circuits must be activated between August 1st and December 31st, 2024

Details

- \$5K maximum payout for any one new logo customer
- New logo customer = company that is not in existence as a Broadband Access customer as of July 1, 2024
- New logos will be paid as new for any circuit activated on the first closed opportunity within the SPIFF program period
- Subsequent opportunities will be considered add-ons and are not eligible for SPIFF consideration.
- Payment will be calculated and paid as part of the standard commissions process after each quarter close
- Min. MRC requirement \$500 (sum of circuits under one single logo on initial opportunity)
- Special pricing deals excluded from SPIFF program (unless approved in writing by Semtech)
- Semtech reserves right to modify program at any time
- **Contact your Channel Manager for more details today!**