



## **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!**