

NOVEMBER

...TO REMEMBER

2024 PARTNER
SPIFFS



2X
MRRR NEW OR
EXISTING
CUSTOMERS

**DIGITAL
POTS
LINES** SOLD WITH
ELIGIBLE
PRODUCT(S)
OR SERVICE(S)

See page 5 for
10k Partner
Giveaway
details

SPIFF program effective for eligible sales closed between 11/1/24 and 11/30/24 (signed/dated and closed/won in TPx systems) New customer is defined as contracted business with no existing services from TPx • Max payout is \$100k per customer, per product • 3-yr minimum term to qualify • Digital POTS LINE must be sold with eligible product(s) or service(s) • Includes POTS LINE reconfigs. Excludes POTS LINE renewals, upgrades, and moves • All sales requiring special pricing (NSR) are not eligible, except with prior written approval from Channel SVP • SPIFFs calculated and paid after installation • SPIFFs paid on first commission cycle once customer has been billed • Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change the program without notice



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ASK YOUR
TSD ABOUT
**INCREASED
RESIDUALS
ON ELIGIBLE
BUSINESS
INTERNET**
CLOSED/WON
OPPORTUNITIES

See page 5 for
10k Partner
Giveaway
details



1X **AT&T
CIRCUITS**
(ADI/ASE) SOLD WITH
MANAGED SERVICES

MRR NEW OR
EXISTING
CUSTOMERS

SPIFF program effective for eligible sales closed between 11/1/24 and 11/30/24 (signed/dated and closed/won in TPx systems) New customer is defined as contracted business with no existing services from TPx • AT&T Circuit must be sold with eligible Managed Services, unless Channel SVP has provided prior written approval • Max payout is \$100k per customer, per product • 3-yr minimum term to qualify • Excludes reconfigs, renewals, upgrades, and moves • All sales requiring special pricing (NSR) are not eligible, except with prior written approval from Channel SVP • SPIFFs calculated and paid after installation • SPIFFs paid on first commission cycle once customer has been billed • Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change the program without notice



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UCX | MANAGED SERVICES

5X

MRR

5X FOR NEW CUSTOMER
3X FOR EXISTING CUSTOMER



UCX WITH WEBEX
UCX MICROSOFT TEAMS
UCX SMARTVOICE

MANAGED ENDPOINTS
MANAGED FIREWALLS
MANAGED BACKUPS
MANAGED SD-WAN
MANAGED NETWORKS
MANAGED EDGE
MANAGED LAN
SECURITY AWARENESS
TRAINING

See page 5 for
10k Partner
Giveaway
details

SPIFF program effective for eligible sales closed between 11/1/24 and 11/30/24 (signed/dated and closed/won in TPx systems) 5x SPIFF for new customer sales • New customer is defined as contracted business with no existing services from TPx • 3x SPIFF for existing customer sales • Excludes Microsoft 365, Virtual Fax, Inbound Toll Free, Remote Call Forwarding, Inbox Detection & Response (IDR), Data Center, Business Internet and TPx Ethernet Network Service • Max payout is \$100k per customer, per product • 3-yr minimum term to qualify • Excludes reconfigs, renewals, upgrades, and moves • All sales requiring special pricing (NSR) are not eligible, except with prior written approval from Channel SVP • SPIFFs calculated and paid after installation • SPIFFs paid on first commission cycle once customer has been billed • Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change program without notice

TPX

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2024 PARTNER
SPIFFS

EARN 10% OF
CONTRACTED
VALUE

FOR ADVISORY SERVICES OR
EQUIPMENT SOLD AS NON-
RECURRING REVENUE

10%^{NRR}

VIRTUAL COMPLIANCE OFFICER (VCO)
NETWORK VULNERABILITY &
PENETRATION SCANNING
NETWORK SECURITY ASSESSMENT
WIRELESS SECURITY ASSESSMENT
RANSOMWARE READINESS ASSESSMENT
EQUIPMENT



See page 5 for
10k Partner
Giveaway
details

SPIFF program effective for eligible sales closed between 11/1/24 and 11/30/24 (signed/dated and closed/won in TPx systems) SPIFF paid on first commission cycle once customer has been billed • Unless noted above, SPIFFs can be combined • Sales requiring special pricing (NSR) are not eligible, except with prior written approval from Channel SVP. • Max payout is \$100k per customer, per product • Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change the program without notice

TPX

NOVEMBER

...TO REMEMBER

2024 PARTNER
SPIFFS

\$10

**PARTNER
GIVEAWAY**

**K TWO
PARTNERS
WILL EACH
WIN \$5,000**

Earn tickets for the Partner
\$10,000 Giveaway by closing
New Customer (NNL)
opportunities from October 1
through December 31, 2024

**Up to 10 Tickets per
New Customer (NNL)**

- 1st NNL = 1 Ticket
- 2nd NNL = 5 Tickets
- 3rd+ NNL = 10 Tickets



Large Order Bonus

- MRR > \$2,500 = 5 Tickets
- MRR > \$5,000 = 10 Tickets
- MRR > \$10,000 = 15 Tickets

SPIFF program effective for eligible sales closed between 10/1/24 and 12/31/24 (signed/dated and closed/won in TPx systems) A new customer is defined as contracted business with no existing services from TPx • Order must be over \$250 MRR to qualify for ticket(s) • Only orders with 3-yr minimum terms will qualify • NRR Services and Equipment billed on installments are excluded and will not earn tickets • Sales requiring special pricing (NSR) are not eligible, except with prior written approval from Channel SVP • TPx reserves the right to change the program without notice • For the two \$5,000 giveaway drawings, partner is defined as Selling Agent (unique email) • Drawing to take place on or before January 31, 2025

