

FAST LANE TO MORE CASH!

Winner Takes All

First Place Gets:

\$200,000

SPIFF Award

**The first partner to cross the
finish line with an Eligible
New Customer Order of
\$80k+ MRC WINS \$200k!**



This SPIFF program runs from 04/01/2025 through 06/30/2025 (the "SPIFF Eligibility Period") and pays out a single \$200,000 to the Partner who closes the first Eligible New Customer Order of \$80,000+ MRC (the "SPIFF Award"). • The SPIFF will close automatically after the SPIFF Award, or if no SPIFF Award is made, at the end of the SPIFF Eligibility Period. • An Eligible New Customer Order must meet the following requirements in order to qualify for the SPIFF Award: (i) the customer on the order must be new to TPx and registered on or after April 1, 2025, with no current or pending quotes, proposals or service agreements prior to April 1, 2025; (ii) the order must have an initial term length of 36 months or longer and have an MRC of \$80,000 or more (Note: Microsoft 365 MRC is excluded from the measurement), (iii) the pricing must not be subject to special discounting (NSR), except where expressly approved by the Channel SVP; and (iv) the order must be signed and closed/won within TPx systems by the close of the SPIFF Eligibility Period. • Where multiple Eligible New Customer Orders are received, determination of the winning Partner will be based on the date the Eligible New Customer Order is signed by customer and returned to TPx. • A "Partner" means the individual sales consultant who originated and delivers the Eligible New Customer Order. • This SPIFF cannot be combined with other SPIFFs, and the Partner may choose between available SPIFFs where applicable. • 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 amend or terminate this SPIFF program without notice.

The logo for TPX, consisting of the letters "TPX" in a bold, blue, sans-serif font. A stylized blue line with a small arrowhead at the end extends from the top right of the letter "X".

SPIFFS JUNE 2025

Fast Lane to More Cash!

UCx with Microsoft Teams: 6X MRC

UCx with Webex: 5X MRC

UCx with Smartvoice: 5X MRC

Did you know TPx will manage and customize the entire Teams phone system for customers? This includes programming advanced features such as call queues and auto-attendants. Our streamlined approach eliminates the need for customers to handle complex setups, offering them flexibility and control over their voice services that other Microsoft calling plans cannot match.



SPIFF program effective for eligible sales closed between 6/1/25 and 6/30/25 (signed/dated and closed/won in TPx systems) UCx with Microsoft Teams 6X, UCx with Webex 5X, and UCx with Smartvoice 5X are for new customer sales. • New customer is defined as contracted business with no existing services from TPx • UCx with Microsoft Teams, UCx with Webex, and UCx with Smartvoice for existing customer sales is 1X. • 3-yr minimum term to qualify • UCx with Microsoft Teams SPIFF excludes Microsoft 365 Licensing • Excludes Virtual Fax, Inbound Toll Free, Remote Call Forwarding • 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

SPIFFS JUNE 2025

Fast Lane to More Cash!

Managed Services: 5X MRC

- Endpoints
- Firewalls
- Backups
- Networks
- Edge
- LAN
- Security Awareness Training

Ask your Channel Manager about the promotional offer available to your customers:

“Get 10% off edge devices (firewalls, SD-WAN) and 10% off managed switches when purchased together.”



SPIFF program effective for eligible sales closed between 6/1/25 and 6/30/25 (signed/dated and closed/won in TPx systems) Managed Services 5X is for new customer sales • New customer is defined as contracted business with no existing services from TPx • Managed Services for existing customer sales is 1X. • Excludes all Microsoft, Inbox Detection & Response (IDR), Data Center, Business Internet and TPx Ethernet Network Service • 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 • Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback • 3-YR minimum term to qualify • Excludes reconfigs, renewals, upgrades, and moves • TPx reserves the right to change the program without notice

TPX

SPIFFS JUNE 2025

Fast Lane to More Cash!

10% of Contracted Value

Sold as Non-recurring Revenue

Advisory Services:

- Cybersecurity Compliance Management
- Compliance Gap Assessment
- Network Vulnerability & Penetration Scanning
- Dark Web Monitoring
- Network Security Assessment
- Wireless Security Assessment
- Microsoft 365 Security Assessment
- AVS Scan

Did you know in addition to Advisory Services, TPx pays 10% of contracted value on **equipment** and **hardware** sold as non-recurring revenue? Examples of equipment or hardware include phones, firewalls, backups, wireless access points and more. Ask your TPx Channel Manager for more details.



SPIFF program effective for eligible sales closed between 6/1/25 and 6/30/25 (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 • Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change the program without notice



SPIFFS JUNE 2025

Fast Lane to More Cash!

Digital POTS: 2X MRC

Digital POTS is available nationwide to assist businesses with their shift away from POTS copper phone lines. The solution is pre-tested with over 50,000 lines deployed and pre-certified for alarm lines by the National Fire Protection Association and the New York City Fire Department.



SPIFF program effective for eligible sales closed between 6/1/25 and 6/30/25 (signed/dated and closed/won in TPx systems) Digital POTS 2X is for new customer sales. • New customer is defined as contracted business with no existing services from TPx • Digital POTS for existing customer sales is 1X. • 3-yr minimum term to qualify • Digital POTS LINE must be sold with eligible product(s) or service(s) • Includes legacy POTS LINE (BLC) upgrades to digital POTS. Excludes POTS LINE renewals 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



SPIFFS JUNE 2025

Fast Lane to More Cash!

AT&T Circuits: 1X MRC (ADI/ASE) sold with managed services

Ask your TSD about increased residuals on eligible business Internet closed/won opportunities.

Managed Cellular Internet: 1X MRC 4G or 5G sold with managed services

TPx Managed Cellular Internet delivers reliable, high-performance fixed wireless connectivity with flexible options—keeping your business online when wired broadband is slow, unavailable, or compromised. Ask your Channel Manager for details.



SPIFF program effective for eligible sales closed between 6/1/25 and 6/30/25 (signed/dated and closed/won in TPx systems) AT&T Circuit 1X and Managed Cellular Internet 1X is for new and existing customers • AT&T Circuit or 4G 5G Cellular must be sold with eligible Managed Services, unless Channel SVP has provided prior written approval • 3-yr minimum term to qualify • Excludes reconfigs, renewals, upgrades, and moves • Any 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



PARTNER GIVEAWAY Q2 2025

One Partner Will Win: \$10,000

Earn tickets for the Partner \$10,000 Giveaway by closing New Customer (NNL) opportunities from April 1, 2025 through June 30, 2025

Up to 10 Tickets per New Customer (NNL)

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

TPx FACTOR Bonus

Eligible partners that attend a monthly TPx FACTOR webinar will earn 1 additional ticket. To be eligible for drawing, partner must also qualify for at least one NNL ticket.

Large Order Bonus

MRC > \$2,500 = 5 Tickets

MRC > \$5,000 = 10 Tickets

MRC > \$10,000 = 15 Tickets



SPIFF program effective for eligible sales closed between 04/01/2025 and 06/30/2025 (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 MRC 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 \$10,000 giveaway drawing, partner is defined as Sales Consultant (unique email) • Drawing to take place on or before July 31, 2025

