

Q2 2022 SPIFFS



Managed IT Services: Networks, Endpoints, WAN, Firewall & Backup

4X
MRR

- “First time” customers eligible even if they have other existing TPx services
- New customer logos and new location for existing customers are both eligible
- All service levels included: Core, Optimum, and Secure

UCx with Webex or Microsoft Teams

5X
MRR

- “First time” customers eligible even if they have other existing TPx services
- New customer logos and new location for existing customers are both eligible

Security Advisory Services

10%
NRR

- Earn a quick 10% when any of the following professional service assessments are billed:
 - Vulnerability
 - Ransomware Readiness
 - Network Security
 - Cybersecurity
 - Wireless Security
- Can be combined with other SPIFFs

SPIFF program effective for eligible sales closed between 4/1/22 and 6/30/22 (signed/dated and closed/won in TPx systems)

SPIFF calculated and paid after installation • 3-yr term minimum terms (except for Security Advisory Services) • Excludes reconfigs and moves • Excludes Tech Upgrade customers (under separate SPIFF program) • SPIFF is paid on first commission cycle once customer has billed • Max payout is \$100k per customer, per product • Sales requiring special pricing (NSR) not eligible, except with prior written approval from Channel SVP • Canceled/disconnected order in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change program without notice • **Hardware paid on monthly installments qualifies for SPIFF**

