

# Q2 2022 SPIFFS

## RUN FOR THE MONEY



### 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**

