

JANUARY  
SPIFFS  
2025

# NEW UCX with MICROSOFT TEAMS

6X<sup>MRR</sup>

NEW & EXISTING  
CUSTOMERS

*Excludes Microsoft 365 Licensing*

KICK OFF 2025  
WITH THESE  
GREAT MONEY  
MAKERS

UCX with  
WEBEX  
or UCX  
SMARTVOICE

5X<sup>MRR</sup>  
NEW CUSTOMER

3X<sup>MRR</sup>  
EXISTING

SPIFF program effective for eligible sales closed between 1/1/25 and 1/31/25 (signed/dated and closed/won in TPx systems) For UCx with Microsoft Teams, 6x is for new and existing customers • For UCx with Webex and Smartvoice, 5x SPIFF for new customer sales • New customer is defined as contracted business with no existing services from TPx • For UCx with Webex and Smartvoice, 3x SPIFF for existing customer sales • Max payout is \$100k per customer, per product • 3-yr minimum term to qualify • **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

# JANUARY SPIFFS 2025

**TIP.** Did you know that with Juniper Networks, you can increase your earning potential by offering a complete suite of managed edge and local area networking services – all from a single trusted supplier? Pairing Wi-Fi and switching support with managed security services creates a powerful combination. This not only enhances the customer experience, but also maximizes revenue per sale.

In addition to Juniper Networks, other offerings qualify for the SPIFF mentioned here. Ask your Channel Manager about the broad list of managed network solutions available from TPx.

## KICK OFF 2025 WITH THESE GREAT MONEY MAKERS

SPIFF program effective for eligible sales closed between 1/1/25 and 1/31/25 (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 all Microsoft, 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

# MANAGED SERVICES

**5X<sup>MRR</sup>** **3X<sup>MRR</sup>**

NEW CUSTOMER EXISTING



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

# JANUARY SPIFFS 2025

**TIP.** 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.

## KICK OFF 2025 WITH THESE GREAT MONEY MAKERS



# DIGITAL POTS

## 2X<sup>MRR</sup>

NEW AND  
EXISTING  
CUSTOMERS

**SPIFF program effective for eligible sales closed between 1/1/25 and 1/31/25 (signed/dated and closed/won in TPx systems)** 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 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



# JANUARY SPIFFS 2025

**TIP.** Did you know 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.

## KICK OFF 2025 WITH THESE GREAT MONEY MAKERS

### ADVISORY SERVICES

10%  
CONTRACTED VALUE SOLD AS  
NON-RECURRING REVENUE

VIRTUAL  
COMPLIANCE  
OFFICER  
GAP ASSESSMENT  
NETWORK SECURITY  
ASSESSMENT  
WIRELESS SECURITY  
ASSESSMENT  
NETWORK  
VULNERABILITY  
& PENETRATION  
SCANNING  
RANSOMWARE  
READINESS  
ASSESSMENT  
+ EQUIPMENT

**SPIFF program effective for eligible sales closed between 1/1/25 and 1/31/25 (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 • 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



**JANUARY  
SPIFFS  
2025**

**ONE PARTNER WILL WIN**

**\$10,000**

Earn tickets for the Partner \$10,000 Giveaway by closing New Customer (NNL) opportunities from January 1, 2025 through March 31, 2025

**KICK OFF 2025  
WITH THESE  
GREAT MONEY  
MAKERS**



**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 01/01/2025 and 03/31/2025 (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 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 \$10,000 giveaway drawing, partner is defined as Selling Agent (unique email) • Drawing to take place on or before April 30, 2025

**TPX**