

Q1 SPIFFS PARTNER 2023



BIG SPIFFS FOR THE NEW YEAR

WIN
\$10,000

See page 3 for details

UCx Webex
+ SD-WAN
Bundle

UCx Webex
Standalone

Managed
Services

NEW CUSTOMER

5X
MRR

UCx with Webex
+ VMware
SD-WAN

4X if existing
customer

NEW CUSTOMER

4X
MRR

UCx with Webex
Standalone

3X if existing
customer

NEW CUSTOMER

4X
MRR

MSx Endpoints,
Firewalls,
Backups, or
SD-WAN

3X if existing
customer

20 seat minimum

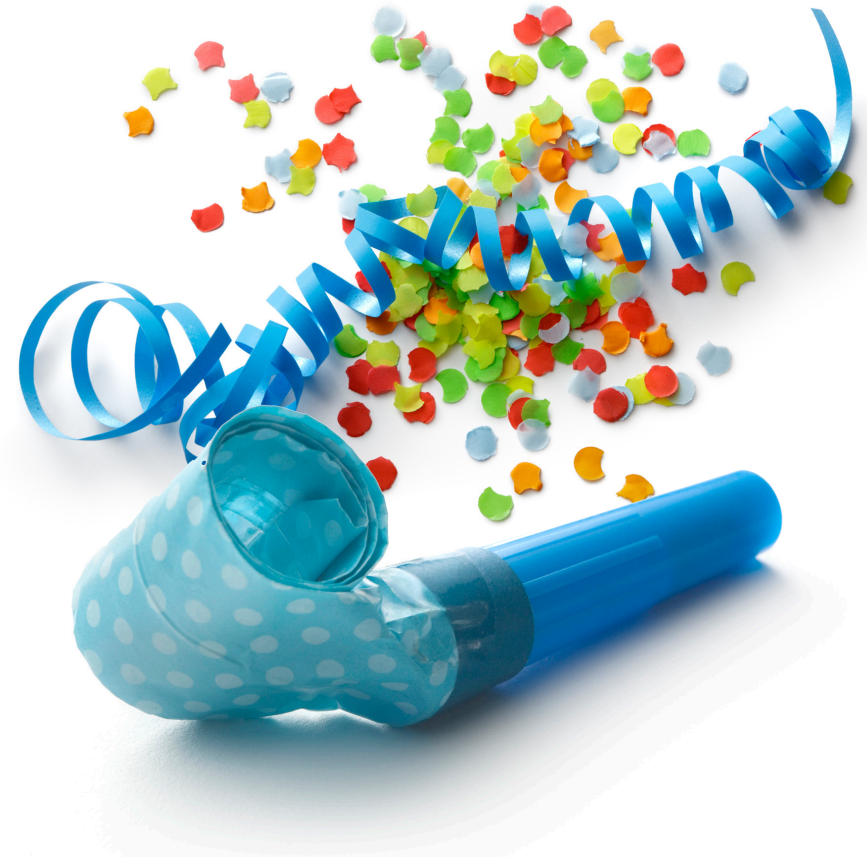
Cannot be combined
with other SPIFFs
Only VMware SD-WAN
qualifies

20 seat minimum

Can be combined with
other SPIFFs excluding UCx
Webex + SD-WAN Bundle

No seat minimum

Can be combined with
other SPIFFs excluding UCx
Webex + SD-WAN Bundle



SPIFF program effective for eligible sales closed between 1/1/23 and 3/31/23 (signed/dated and closed/won in TPx systems)

SPIFF calculated and paid after installation • Only 3-yr minimum terms will qualify (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 • UCx Webex + VMware SD-WAN Bundle or UCx Webex Standalone requires 20 seat minimum • A new customer is defined as contracted business with no existing services from TPx

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ADDITIONAL SPIFFS FOR THE NEW YEAR

WIN
\$10,000

See page 3 for details

Security Advisory Services

10%
NRR

Earn 10% of contracted value for services sold as non-recurring revenue

Vulnerability | Ransomware
Readiness | Network Security |
Cybersecurity | Wireless Security |
Penetration Scanning

Core, Optimum, or Secure

Can be combined with other SPIFFs

Early Equipment Payment

7%
NRR

Get 7% payment upfront on total contracted equipment purchase value

Can be combined

with other SPIFFs



SPIFF program effective for eligible sales closed between 1/1/23 and 3/31/23 (signed/dated and closed/won in TPx systems)

SPIFF calculated and paid after installation • Only 3-yr minimum terms will qualify (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

Q1 SPIFFS PARTNER 2023



PARTNER GIVEAWAY: \$10,000 UP FOR GRABS

For every new customer contract January 1, 2023 through March 31, 2023, earn chances to grab the partner \$10,000 giveaway. Earn 1 ticket for the first new customer, 5 for the second, and 10 for each new customer thereafter.

For example, close 5 new customers and earn 36 tickets:

New customer #1 = 1 ticket
New customer #2 = 5 tickets
New customer #3 = 10 tickets
New customer #4 = 10 tickets
New customer #5 = 10 tickets

Total 36 tickets

Partner is defined as Selling Agent (unique email)

One partner
\$10,000 giveaway
winner will be drawn
by April 14, 2023

SPIFF program effective for eligible sales closed between 1/1/23 and 3/31/23 (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 3-yr minimum terms will qualify • Sales requiring special pricing (NSR) not eligible, except with prior written approval from Channel SVP • TPx reserves the right to change program without notice • For \$10,000 giveaway, partner is defined as Selling Agent (unique email) • Drawing to take place at TPx headquarters in Austin, Texas, on or before April 14, 2023

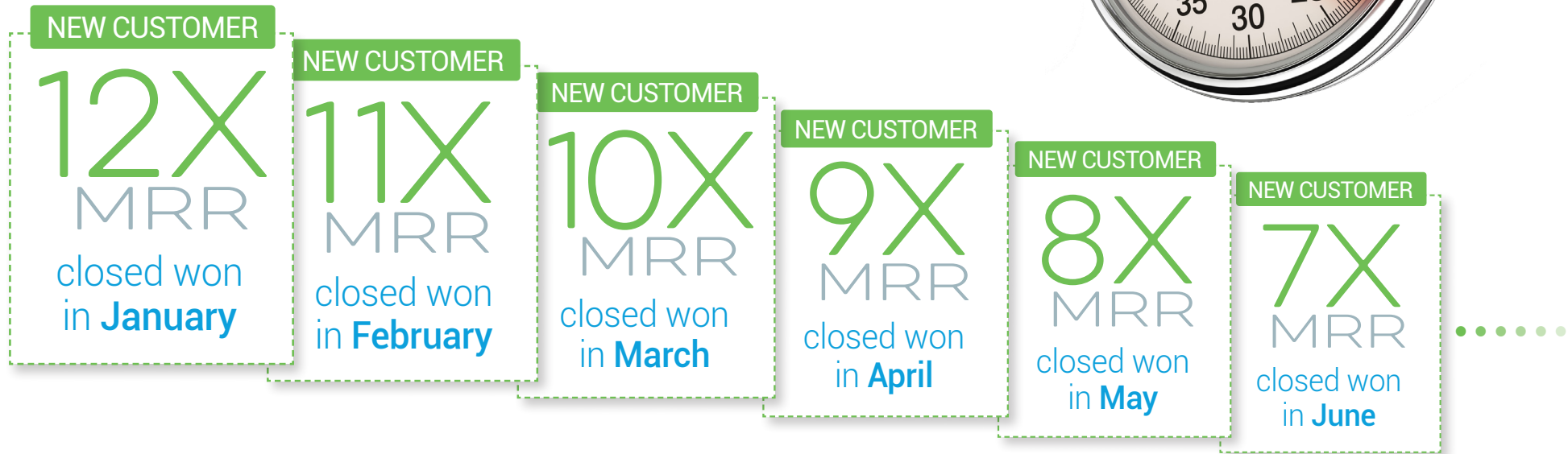


2023 UCx SMARTVOICE SPIFF PARTNER



THE SOONER THE BETTER!

The quicker you start selling UCx SmartVoice, the more you'll earn.



Start the countdown!

SPIFF program effective for eligible sales closed between 1/1/23 and 12/31/23 (signed/dated and closed/won in TPx systems) SPIFF calculated based on month order is signed/dated and closed/won in TPx system

- Requires 20 call path minimum per order to be eligible
- Only 3-yr minimum terms will qualify
- SPIFF is paid after installation, on first commission cycle once customer has billed
- Max payout is \$100k per customer, per product
- Sales requiring special pricing (NSR) requires prior written approval from Channel SVP and will receive one half of the closing month's multiplier
- Canceled/disconnected order in first 12 months will result in a SPIFF chargeback
- TPx reserves the right to change program without notice
- Only new customers qualify for the SPIFF
- A new customer is defined as contracted business with no existing services from TPx
- SPIFF reduces 1X per month... January is 12x MRR... February is 11x MRR... March is 10x MRR... going down 1x each month until December 2023 at 1x
- Can be combined with other SPIFFs excluding UCx Webex + SD-WAN Bundle
- MRR multiplier is based on UCx SmartVoice services only