

APRIL 2018 SPIFS

UP TO
5X
MRC

UCx **5X** for 5-year UCx deals
4X for shorter-term deals



Does not include usage or transport. Transport treated separately by applicable payout. UCx SPIF applicable to all 'first time' UCx customers, even if they have existing TPx service. Maximum payout is \$15,000/customer.

UP TO
1X
MRC

Deals > \$10,000

Any deal over \$10,000 in monthly recurring charges earns a bonus of 1X MRC.

SPIF cannot be combined with any other SPIF. If paid this SPIF, agent is not eligible to be paid any other SPIF for the month for that same customer. \$10,000 monthly recurring charge requirement includes contracted services revenue only (does not include usage, taxes and/or applicable surcharges). No max payout is in effect.

\$1000

MPLS 5+ Mbps bandwidth
Colocation per full cabinet

\$500

SmartVoice 10+ Mbps bandwidth
Internet 10+ Mbps bandwidth
Colocation per half cabinet

\$250

MPLS < 5Mbps bandwidth
Fixed Wireless If installed, there will be a transport bonus of \$250 applied on the appropriate category.
4G LTE Primary Applies to primary access circuit only. Secondary/backup 4G LTE not eligible.

UP TO
4X
MRC

MSx Services

4X All MSx services (managed services)
1X Microsoft Office 365 (subscription services)

Does not include transport or 4G LTE. Transport treated separately by applicable payout. MSx SPIF applicable to all 'first time' MSx customers, even if they have existing TPx service.



New SPIFs valid 4/1/18 • Must be minimum 3-yr term • Orders must be new; MACD, MOVES, or RECONFIG are not eligible (except for reconfigs that are new UCx orders)
• Sales requiring special pricing (NSR) require prior written exception for SPIF eligibility by SVP • No other promotion stipulations required • SPIF is paid within first commission cycle, once customer has billed • No maximum payout per order • SPIF qualifying period will be determined by the signed date according to TPx's systems
• Cancelled or disconnected orders in first 12 months will result in a SPIF chargeback
• POTS lines do not qualify • Smartvoice, Internet and @Net SPIFs are per location
• Only agents with a signed agent agreement can participate and the T&Cs of the agreement apply • TPx reserves the right to change the SPIF program at any time