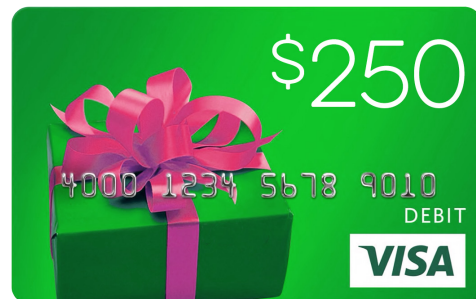




NEW PARTNER + FIRST SALE



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Paid monthly within 30 days of month close

Up to \$2k MRR

Over \$2k MRR

**What's a new partner?**

- Defined at selling agent level — first and last name required; must be in SFDC as a contact under the Partner's company name
- Any new subagent who has not sold TPx is eligible
- Exceptions require pre-approval by Channel SVP

**What's a first sale?**

- Very first order being submitted to TPx
- This order is a new logo/new customer
- Renewals, reconfigs, and core adds to existing customers do not qualify