

# Q2 SPIFFS PARTNER 2023

# April Showers



UCx Webex +  
SD-WAN Bundle\*

NEW CUSTOMER

5X  
MRR

UCx with Webex  
+ VMware SD-WAN

4X if existing  
customer

Can't be combined with  
other SPIFFs\* • Only  
VMware SD-WAN

UCx Webex  
Standalone\*\*

NEW CUSTOMER

4X  
MRR

UCx with Webex  
Standalone

3X if existing  
customer

20 seat minimum\*\*

Managed  
Services

NEW CUSTOMER

4X  
MRR

Endpoints, Firewalls,  
Backups, or SD-WAN

3X if existing  
customer

Early Equipment Payment

7% NRR

Get 7% payment upfront on total  
contracted equipment purchase value

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

WIN  
1 of 3 Cash Prizes  
Total \$10,000  
See page 2 for details

SPIFF program effective for eligible sales closed between 4/1/23 and 6/30/23 (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 paid on first commission cycle once customer has billed • Max payout is \$100k per customer, per product • \* Unless noted above, SPIFFs can be combined. • Sales requiring special pricing (NSR) not eligible, except with prior written approval from Channel SVP • Canceled/disconnected order in first 12 mo will result in a SPIFF chargeback • TPx reserves the right to change program without notice •

\*\* UCx Webex Standalone requires 20 seat minimum • A new customer is defined as contracted business with no existing services from TPx



# Q2 SPIFFS PARTNER 2023



For every new contract April 1 through June 30, 2023, earn chances to grab a piece of the TPx partner giveaway. You could win one (or more) of these cash prizes \$5000, \$3500, or \$1500. The higher the MRR, the more tickets you earn.

- Earn 1 ticket for each new customer MRR \$250-\$1,000
- Earn 5 tickets for each new customer MRR \$1,001-\$2,500
- Earn 10 tickets for each new customer MRR \$2,501 and higher

Three partner  
giveaway winners  
to be drawn  
by July 15, 2023

Yes, you can win  
more than once.

Partner is defined as Selling Agent (unique email).

**SPIFF program effective for eligible sales closed between 4/1/23 and 6/30/23 (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 Partner Giveaway, partner is defined as Selling Agent (unique email) • Drawing to take place at TPx headquarters in Austin, Texas, on or before July 15, 2023

## Partner Giveaway

\$5,000 | \$3,500  
\$1,500

\$10,000





# 2023 UCx SMARTVOICE SPIFF PARTNER

## THE SOONER THE BETTER!

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



NEW CUSTOMER

12X MRR  
closed won in **January**

NEW CUSTOMER

11X MRR  
closed won in **February**

NEW CUSTOMER

10X MRR  
closed won in **March**

NEW CUSTOMER

9X MRR  
closed won in **April**

NEW CUSTOMER

8X MRR  
closed won in **May**

NEW CUSTOMER

7X MRR  
closed won in **June**

Continue the countdown!

**SPIFF program effective for eligible sales closed between 4/1/23 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

