



# XPERIENCE XTRA

# 5X

5X FOR NEW  
CUSTOMER  
3X FOR EXISTING  
CUSTOMER

# MRR

UCX WITH WEBEX  
UCX MICROSOFT TEAMS  
UCX SMARTVOICE

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MANAGED ENDPOINTS  
MANAGED FIREWALLS  
MANAGED BACKUPS  
MANAGED SD-WAN  
MANAGED NETWORKS  
SECURITY AWARENESS  
TRAINING

**SPIFF program effective for eligible sales closed between 4/1/24 and 4/30/24 (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 Microsoft 365, Virtual Fax, Inbound Toll Free, Remote Call Forwarding, 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) 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 billed • Canceled/disconnected order in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change program without notice





# XPERIENCE XTRA

# 5X<sub>TRA</sub>

## MANAGED INTERNET BONUS SPIFF

## POINTS ON YOUR RESIDUAL

SPIFF program effective for eligible sales closed between 4/1/24 and 6/30/24 (signed/dated and closed/won in TPx systems) Managed Internet Bonus SPIFF is for new customer sales and existing customer new location and/or add core sales • Managed Internet Bonus SPIFF Maximum Payout is 15% • Managed Internet Bonus SPIFF is based on qualifying TPx services only • Managed Internet Bonus SPIFF Excludes 4G/5G • 3-yr minimum term to qualify • Excludes reconfigs, renewals, upgrades, and moves • All sales requiring special pricing (NSR) 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 billed • Canceled/disconnected order in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change program without notice





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# \$10k

## PARTNER GIVEAWAY



Earn tickets for the Partner \$10,000 Giveaway by closing New Customer (NNL) opportunities from April 1 through June 30, 2024

**Up to 10 Tickets per New Customer (NNL)**

- 1st NNL = 1 Ticket
- 2nd NNL = 5 Tickets
- 3rd+ NNL = 10 Tickets



**Bonus...5 tickets for each NNL order with Virtual Compliance Officer solution included**

SPIFF program effective for eligible sales closed between 4/1/24 and 6/30/24 (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 • To qualify for Bonus Virtual Compliance Officer (VCO) tickets, the VCO portion of the order must be at least a 1-yr minimum agreement • NRR Services and Equipment billed on installments are excluded and will not earn tickets • 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 on or before July 31, 2024

