



XPERIENCE XTRA

5X MRR

5X FOR NEW
CUSTOMER
3X FOR EXISTING
CUSTOMER

UCX WITH WEBEX
UCX MICROSOFT TEAMS
UCX SMARTVOICE

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

SPIFF program effective for eligible sales closed between 5/1/24 and 5/31/24 (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_{TRA}

MANAGED INTERNET BONUS SPIFF

POINTS ON YOUR RESIDUAL



SPIFF program effective for eligible sales closed between 5/1/24 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

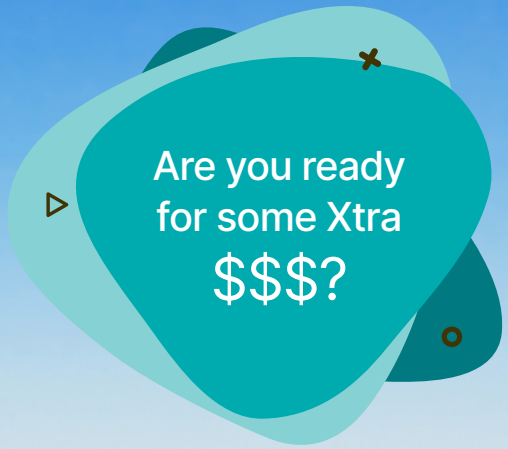




XPERIENCE XTRA

\$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

