

MARCH

SPIFFS

2025

As businesses increasingly rely on Microsoft Teams for collaboration, many struggle to unlock its full potential as a comprehensive communications platform. UCx with Microsoft Teams provides a unified and reliable approach to business calling – without the complexity.

**CASH IN.
TAKE OFF.**

NEW UCX with MICROSOFT TEAMS

6X^{MRR}

NEW & EXISTING
CUSTOMERS

Excludes Microsoft 365 Licensing

UCX with WEBEX or UCX SMARTVOICE

5X^{MRR} 3X^{MRR}

NEW CUSTOMER

EXISTING



SPIFF program effective for eligible sales closed between 3/1/25 and 3/31/25 (signed/dated and closed/won in TPx systems) For UCx with Microsoft Teams, 6x is for new and existing customers • For UCx with Webex and Smartvoice, 5x SPIFF for new customer sales • New customer is defined as contracted business with no existing services from TPx • For UCx with Webex and Smartvoice, 3x SPIFF for existing customer sales • Max payout is \$100k per customer, per product • 3-yr minimum term to qualify • **Excludes Microsoft 365 Licensing** • Excludes Virtual Fax, Inbound Toll Free, Remote Call Forwarding • Excludes reconfigs, renewals, upgrades, and moves • All sales requiring special pricing (NSR) are 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 been billed • Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change program without notice



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TIP: Did you know that with Juniper Networks, you can increase your earning potential by offering a complete suite of managed edge and local area networking services – all from a single trusted supplier? Pairing Wi-Fi and switching support with managed security services creates a powerful combination. This not only enhances the customer experience, but also maximizes revenue per sale.

In addition to Juniper Networks, other offerings qualify for the SPIFF mentioned here. Ask your Channel Manager about the broad list of managed network solutions available from TPx.

CASH IN. TAKE OFF.

MANAGED SERVICES

5X^{MRR}
NEW CUSTOMER

3X^{MRR}
EXISTING

MANAGED

ENDPOINTS
FIREWALLS
BACKUPS
SD-WAN
NETWORKS
EDGE
LAN

+

SECURITY
AWARENESS
TRAINING



SPIFF program effective for eligible sales closed between 3/1/25 and 3/31/25 (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 all Microsoft, 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) are 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 been billed • Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change program without notice

TPX

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CASH IN. TAKE OFF.

TIP: Digital POTS is available nationwide to assist businesses with their shift away from POTS copper phone lines. The solution is pre-tested with over 50,000 lines deployed and pre-certified for alarm lines by the National Fire Protection Association and the New York City Fire Department.



DIGITAL POTS

2X^{MRR}

NEW AND
EXISTING
CUSTOMERS

SPIFF program effective for eligible sales closed between 3/1/25 and 3/31/25 (signed/dated and closed/won in TPx systems) Max payout is \$100k per customer, per product

- 3-yr minimum term to qualify
- Digital POTS LINE must be sold with eligible product(s) or service(s)
- Includes legacy POTS LINE (BLC) upgrades to digital POTS. Excludes POTS LINE renewals and moves
- All sales requiring special pricing (NSR) are 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 been billed
- Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback
- TPx reserves the right to change the program without notice



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TIP: Did you know TPx pays 10% of contracted value on equipment and hardware sold as non-recurring revenue? Examples of equipment or hardware include phones, firewalls, backups, wireless access points and more. Ask your TPx Channel Manager for more details.

**CASH IN.
TAKE OFF.**

10%

CONTRACTED VALUE SOLD AS
NON-RECURRING REVENUE

ADVISORY SERVICES

VIRTUAL
COMPLIANCE
OFFICER
GAP ASSESSMENT
NETWORK SECURITY
ASSESSMENT
WIRELESS SECURITY
ASSESSMENT
NETWORK
VULNERABILITY
& PENETRATION
SCANNING
RANSOMWARE
READINESS
ASSESSMENT

+ EQUIPMENT



SPIFF program effective for eligible sales closed between 3/1/25 and 3/31/25 (signed/dated and closed/won in TPx systems) SPIFF paid on first commission cycle once customer has been billed • Unless noted above, SPIFFs can be combined • Sales requiring special pricing (NSR) are not eligible, except with prior written approval from Channel SVP • Max payout is \$100k per customer, per product • Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change the program without notice



MARCH

SPIFFS

2025

ASK YOUR
TSD ABOUT
**INCREASED
RESIDUALS
ON ELIGIBLE
BUSINESS
INTERNET
CLOSED/WON
OPPORTUNITIES**



1X
MRR
AT&T
CIRCUITS

(ADI/ASE) SOLD WITH
MANAGED SERVICES
NEW OR EXISTING CUSTOMERS

SPIFF program effective for eligible sales closed between 2/14/25 and 3/31/25 (signed/dated and closed/won in TPx systems) AT&T Circuit must be sold with eligible Managed Services, unless Channel SVP has provided prior written approval • 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) are 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 been billed • Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change the program without notice



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ONE PARTNER WILL WIN
\$10,000

Earn tickets for the Partner \$10,000 Giveaway by closing New Customer (NNL) opportunities from January 1, 2025 through March 31, 2025

**CASH IN.
TAKE OFF.**

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

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



Large Order Bonus

- MRR > \$2,500 = 5 Tickets
- MRR > \$5,000 = 10 Tickets
- MRR > \$10,000 = 15 Tickets



SPIFF program effective for eligible sales closed between 01/01/2025 and 03/31/2025 (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 • NRR Services and Equipment billed on installments are excluded and will not earn tickets • Sales requiring special pricing (NSR) are not eligible, except with prior written approval from Channel SVP • TPx reserves the right to change the program without notice • For the \$10,000 giveaway drawing, partner is defined as Selling Agent (unique email) • Drawing to take place on or before April 30, 2025

