



# 8X MRR

Earn up to 8X MRR with 8x8 partner SPIFFs.

**4X**

**MRR**

Awarded on 12-24-36 month deals

(Minimum qualifying deal size \$1,000 MRR for 12-24 months)

**6X**

**MRR**

Awarded on 36-month deals in which first 12 months are prepaid

**7X**

**MRR**

Awarded on 36-month deals in which first 24 months are prepaid

**8X**

**MRR**

Awarded on 36-month deals in which full contract is prepaid

Available in: North America, UK, ANZ

**Terms and conditions:** Effective for deals closed between July 1, 2020 and September 30, 2020. For NEW 8x8 customers only—SPIFF will not be paid on add-on orders. Deal registration and approval is required and must be submitted through the 8x8 PartnerXchange Portal. Minimum qualifying deal size for 12 and 24-month contracts: \$1,000 MRR (no maximum); No minimum qualifying deal size for 36-month contracts. SPIFF award is earned at the time the customer order is booked with 8x8. SPIFF awards are payable within 45 days of being earned, except during the COVID-19 crisis, which may result in payment up to but not later than 75 days after being earned. Payment follows the same process/method as partner residual commissions. MRR is defined as monthly recurring revenue related to UCaaS and CCaaS license purchase. Equipment charges, deployment, services, training, third-party products, shipping, and other applicable fees and taxes are not included in MRR. Average MRR for the life of the contract will be used to calculate SPIFF award for deals \$10,000 MRR and larger. Average MRR is based on the total contract value expected to be collected by 8x8 (considering any concessions, credits, or other provisions), divided by the number of months in the contract (excluding trial period). Prepaid is defined as an order for which the customer pays all MRR due in the stated prepay period, for example the first 12 months of the contract. The prepaid amount must total more than 50% of 12 months of full MRR to qualify for the 6X, 7X or 8X SPIFF. If the prepaid amount is less than 50% of 12 months of full MRR, 4X SPIFF will be paid. SPIFF awards with payouts greater than or equal to US \$300,000 are subject to review and will be considered on a case by case basis. Deals with special customer terms, including but not limited to, free or discounted licenses, delayed billing or extended payment terms are subject to review. SPIFF awards are subject to full or partial chargeback by 8x8 in the event that the customer cancels 50% or more of the original order within 12 months of the original order date. Cannot be combined with other 8x8 active SPIFFs unless the specific offer is defined as “stackable”.

For more information, contact your 8x8 Channel Account Manager.

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