

# New SPIFF for Small – Medium Sized Deals!

Effective now through October 31<sup>st</sup>, 2020, partners can earn a 50% uplift on the current Talkdesk SPIFF for small to medium sized closed deals. Talkdesk Certified Partners can earn a one-time 7.5X commission payout based on MRR of Talkdesk licenses only. Partners who are not yet Talkdesk certified can earn a one-time 4.5X commission payout based on MRR of Talkdesk licenses.

A large graphic of the number '7.5X' in white. The '7' has a grey shadow. The '5' is partially overlaid by an orange horizontal bar. The 'X' has a grey shadow. The background is dark blue with a light blue curved shape behind the text.A large graphic of the number '4.5X' in white. The '4' has a grey shadow. The '5' is partially overlaid by a light blue curved shape. The 'X' has a grey shadow. The background is dark blue with a light blue curved shape behind the text.

## Terms and Conditions include:

- Customer must have 350 employees or less regardless of the seat size for the opportunity. The number of employees for qualifying opportunities will be identified based on the Talkdesk system of record
- **For Talkdesk Certified Partners:** One time commission payout of 7.5X one month's MRR on Talkdesk licenses only
- **For partners that are not Talkdesk Certified:** One time commission payout of 4.5X one month's MRR on Talkdesk licenses only
- Minimum 24-month contract term required
- Applies to qualified opportunities closed between now and October 31<sup>st</sup>, 2020
- Opportunity must be submitted, approved and accepted through the [Talkdesk Partner Portal](#)
- Standard rules of engagement and payment of commissions under the current partner contract apply

If the MRR on Talkdesk licenses is \$10,000, the eligible partner commission payout for a certified partner would be \$75,000. The payout for a non-certified Talkdesk partner would be \$45,000.

If you are not yet Talkdesk certified and want to become certified, please contact your Regional Channel Manager.

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