



## Earn a bonus for bringing new logos to Verizon.

### **5 + 5 Promo Extension!**

January 1, 2020 through December 31, 2020, VPP Program Members can earn a one-time bonus payout **AND** monthly Fee payments on VRD TBR for 5 years for sales of Verizon services under a **Medium or Mid-Markets New Logo Customer**.

#### Offer

- A **5% one-time payout based on Annual Booking Value (ABV) at order issuance AND monthly Fee payments for five (5) years based on TBR from VRD Orders.**
- For purposes of this promotion and in lieu of the definition in the Program Manual, "New Logo" is defined as an entity that had no prior service with Verizon or zero billing with Verizon since January 1, 2019. Subsidiaries of an existing entity that has existing services with Verizon are not considered New Logos under this promotion.

#### Details

- Orders for qualified New Logos must be OE Submit Date for fee-eligible Verizon services during the period January 1, 2020 to **December 31, 2020**
- Monthly Fees are based on TBR for New Logo customers in good standing for a period of five (5) years regardless of the Term Commitment associated with those Orders, provided the original services ordered under this promotion continue to bill during the five (5) year period (as identified in VRD with a Service Instance ID). – VRD ONLY
- Eligible customer segments: **Medium and Mid-Markets only**
- Service Retention Requirement: 180 days after the service is installed