

## CHANNEL PARTNER

# 4X Plus 5% = Earn Exponential Incentives

Cash in on our partner incentives

## Earn up to 4X SPIFF:

Eligible strategic solutions:

UCaaS/CCaaS  
(Avaya or Mitel)

SD-WAN

DDoS Mitigation

Fixed Wireless

HERE'S HOW	
DEAL TYPE	SPIFF
Deal with one strategic solution	3X (on strategic solution MRC)
Sell two or more strategic solutions	4X (on strategic solution MRC)

## Plus:



Earn an additional 5% residual on UCaaS, SD-WAN and DDoS

### SPIFF Terms:

Upfront offer October 1, 2020 through December 31, 2020. All qualifying sales must be new logo/new location deals on 36-month term or longer and include at least one eligible Strategic Solution. 300% and additional incentives apply to Strategic Solution MRC only. For a complete list of the terms and conditions, visit [windstreamenterprise.com/channel-partners/spiff-terms](http://windstreamenterprise.com/channel-partners/spiff-terms).

### 5% Residual Terms:

Earn an additional 5% residual commission on strategic solutions for MBR sold between April 1, 2019 and December 31, 2020. The additional residual incentive is in addition to the residual amount based on the new commission structure rolled out in April 2019. To qualify, all sales must be customer signed and submitted on/before COB December 31, 2020. All qualifying sales must include one or more strategic solutions on a 24-month term or longer, and have a total deal value of \$500 or greater. The 5% promotional residual will apply to qualifying strategic solutions MBR. Special priced/ICB deals and deals over \$25,000 MBR will require prior approval for eligibility. For a complete list of the terms and conditions, visit [windstreamenterprise.com/5percent-incentive](http://windstreamenterprise.com/5percent-incentive).

CHANNEL PARTNER

# 8X Plus 5% = Earn Exponential Incentives

Cash in on solutions that drive business forward. That's the Power of WE.

## Earn up to 8X SPIFF

when you sell OfficeSuite Solutions. As part of the incentive, partners can leverage our 60-day free trial of OfficeSuite UC® and HD Meeting®.

HERE'S HOW	
DEAL TYPE	SPIFF
OfficeSuite UC	6X (on strategic solution MRC)
OfficeSuite plus SD-WAN	8X (on strategic solution MRC)

## Plus:



Earn an additional 5% residual on UCaaS, SD-WAN and DDoS

### SPIFF Terms:

Upfront offer valid from October 1, 2020 through December 31, 2020. All qualifying sales must be new logo/new location deals on 36-month term or longer and include OfficeSuite UC. 6X and 8X incentives apply to Strategic Solution MRC only. OfficeSuite UC must be sold with four seats or more. For a complete list of the terms and conditions, visit [windstreamenterprise.com/channel-partners/spiff-terms](http://windstreamenterprise.com/channel-partners/spiff-terms).

### 5% Residual Terms:

Earn an additional 5% residual commission on strategic solutions MBR sold between April 1, 2019, and December 31, 2020. The additional residual incentive is in addition to the residual amount based on the new commission structure rolled out in April 2019. To qualify, all sales must be customer signed and submitted on/before COB December 31, 2020. All qualifying sales must include one or more strategic solutions on a 24-month term or longer, and have a total deal value of \$500 or greater. The 5% promotional residual will apply to qualifying strategic solutions MBR. Special priced/ICB deals and deals over \$25,000 MBR will require prior approval for eligibility. For a complete list of the terms and conditions, visit [windstreamenterprise.com/5percent-incentive](http://windstreamenterprise.com/5percent-incentive).