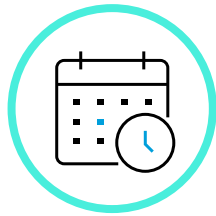


# +5X NSR of SD-WAN NOW ACC Business



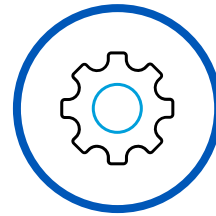
## Products

SD-WAN NOW on ACC Business



## Period

01/01/2021 – 03/31/2021



## Tracking

Automatically tracked by AT&T;  
no submission necessary



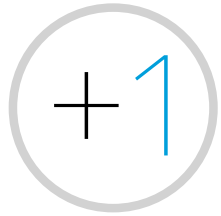
## Payouts

Paid directly to Master firm via  
the Alliance MDF Portal

**Products:** SD-WAN NOW services sold under the ACC Business brand are eligible under this promotion. Only new services qualify; upgrades, strategic migrations, and product migrations as defined by The SP Agreement will not qualify for calculation under this program. **Period:** 01/01/2021 – 03/31/2021 or until funds are depleted. Orders must be Accepted by ACC Business by 03/31/2021. AT&T is eligible to cancel, suspend, or modify this program via written notice at any time for any reason during the above time period. **Tracking:** Results will be tracked by AT&T Sales Operations and awards calculated by AT&T Channel Marketing. The Master firm is eligible to request a copy of the results and calculations used to determine award at any time before 09/31/2021. **Payouts:** Award will be paid directly to Master firm via the Alliance MDF Portal the month after business close. Channel Marketing will own the submission and processing of Pre-approvals; Master Firm will be responsible for maintaining accurate and up-to-date banking information within the Alliance MDF Portal. No action is required by the Master Firm to validate or act upon the submissions other than requests for updated banking information. These requests will be sent by 360Insights, the administrator of the Alliance MDF Portal. If there are delays or issues with the submission of the award, Channel Marketing will alert AT&T Sales Leadership and the Primary/Secondary/Com Contacts at the respective SP firms. If AT&T sees significant post-installation fallout, AT&T reserves the right to recoup the incentive funds and/or remove Master Firm from future incentives. **Eligibility:** SPs must be active and in good standing under the AT&T Alliance Solution Provider/ACC Business agreement to be eligible for award.

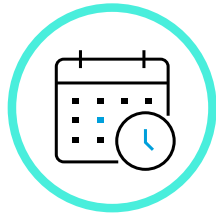
# ACC +1

+1X NSR on sales of Cloud, Cybersecurity, & SD-WAN via ACC Business



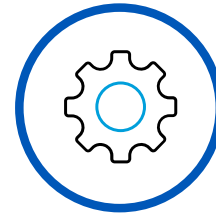
## Products

Cloud, Cybersecurity, & SD-WAN  
ACC Business



## Period

01/01/2021 – 12/31/2021



## Tracking

Tracked by Sales Operations; no  
submission necessary



## Payouts

Paid directly to Solution Provider  
firm via std. commission cycle

**Products:** Cloud, Cybersecurity, and SD-WAN services are eligible under this promotion. Only new services qualify; upgrades, strategic migrations, and product migrations will not qualify for calculation under this program. **Period:** 01/01/2021 – 12/31/2021 or until funds are depleted. Orders must be Accepted by ACC Business Sales Operations by 12/31/2021. AT&T is eligible to cancel, suspend, or modify this program via written notice at any time for any reason during the above time period. **Payouts:** Award will be paid directly to Solution Provider firm via standard commission cycle. If there are delays or issues with the submission of the award, Channel Marketing will alert AT&T Sales Leadership and the Primary/Secondary/Com Contacts at the impacted SP firms. **Eligibility:** AT&T is eligible to revoke participation any time and for any reason. SPs must be active and in good standing under the AT&T Alliance Solution Provider and/or ACC Business agreements to be eligible for award.