

Terms & Conditions Let's Make a Deal SPIFF

Jan 18 - Mar 31, 2019

Slide 2 = Partner T&Cs

Slide 3 = Customer T&Cs

vpn.8x8.com.



**LET'S
MAKE A
DEAL** Q1 SPIFF

Partners and customers win with 8x8!

Bring your customer* with their competitive quote and 8x8 will not only match the quote but also give additional discounts!!

Contracts signed by 2/28 receive additional **30% OFF**

Contracts signed by 3/31 receive additional **20% OFF**

Partners receive payout multipliers on contract terms:

1 YR = 2X MRR 2 YR = 4X MRR 3 YR = 6X MRR

*Applies to new logos only

Terms & Conditions for Our Partners

For Our Partners:

-SPIFF Promotion Payout- Effective for deals closed between January 18, 2019 and March 31, 2019

- 12 Month Contract – 2X MRR
- 24 Month Contract – 4X MRR
- 36 Month Contract – 6X MRR

-For NEW 8x8 customers Only

- Discount will only be applied on New Customers
- SPIFF will NOT be paid on add-on orders

-No Minimum or Maximum qualifying deal size requirements

-Payment terms are the same as standard commission payments. SPIFF will be paid upon full deployment and billing of all services.

-Total SPIFF amount payable for any customer opportunity will be capped at \$100k

-Deal registration and approval is required and must be submitted through PartnerConnect.8x8.com. Offer is available only on deals registered on or after January 18, 2019.

-Competitor quote must be provided

-Cannot be combined with other active 8x8 Channel SPIFF Promotions

-Only US and Canadian partners are eligible

*MRR = Monthly Recurring Revenue 8x8 recognizes. Equipment charges, deployment, services, training, shipping and other applicable fees & taxes are not included in MRR

Terms & Conditions for Our Customers

For Our Customers:

30% Discount off Any Competitor's Quote* (Best and Final Quote) - *Effective for deals closed between January 18, 2019 and February 28, 2019*

20% Discount off Any Competitor's Quote* (Best and Final Quote) - *Effective for deals closed between March 1, 2019 and March 31, 2019*

**Competitor Quote Documentation Is Required. Discount is applied to monthly recurring portion of the deal. Upfront charges, deployment, training, professional services and equipment are not discountable.*