



# GO FOR THE GOLD

## Earn Up to 8X SPIFF on New 3 Year UCaaS or CX Deals

As the Olympic flame burns bright this summer, igniting dreams and ambitions, Sangoma is here to cheer you on to **bring home the gold!!**

Boundaries pushed, records broken, spirits lifted. This is what the Olympics are all about! Where will your deals place?



**BRONZE: 3X SPIFF**

for qualified deals over \$150 MRR



**SILVER: 5X SPIFF**

for qualified deals over \$500 MRR



**GOLD: 8X SPIFF**

for qualified deals over \$25K MRR

### Terms & Conditions apply. See below.

1. Promotion Period: 8/1/2024 - 9/30/2024. The deal must be received by Sangoma no later than 9/30/2024.
2. Any outstanding quote created before 8/1/2024 must be revised or recreated to be eligible for this Promotion. Deal must be a minimum of \$150 MRR to qualify for SPIFF.
3. The Promotion only applies to the commissionable MRR base from eligible Business Voice, Business Voice+, CommUnity, Switchvox Cloud, or Sangoma CX (Contact Center) deals.
4. MRR excludes usage, overage, taxes, fees, partner-added items, monthly hardware payments (all-inclusive/rental), and any third-party lease payments.
5. Eligible deals are for new Customers or existing Customers at a new location with a minimum 3+ year agreement, including UCaaS or Standalone CX. Add-ons to existing Customers at an existing location are not eligible. Non-UCaaS deals are not eligible.
6. TSD's (formerly known as Master Agents) Partners' eligibility is based on their own production, not the production of their Agents or Dealers. TSDs must pass along 100% of the MRR SPIFF to the agent who generated the MRR.
7. The Promotion does not apply to Wholesaler/White Label Resellers.
8. Partners must be current with all certifications and payments due to Sangoma at the time of booking to be eligible for the Promotion.
9. New Sales that require ICB (Individual Case Basis) discount approval will be subject to a reduced SPIFF payment and/or potentially no SPIFF payment, based on the negotiated ICB pricing, at the sole discretion of Sangoma.
10. Maximum payout \$250,000 per individual sale order.
11. All locations must be installed within 60 days of booking for installing partners to be eligible for the Promotion. At time of the booking, if installation requires longer than 60 days, the customer must sign an installation addendum.
12. The 8X SPIFF payout is structured in two parts: (A) Partial payment of 5X upon install (B) Remaining payment of 3X after 12 months. At time of the booking, if installation requires longer than 60 days, the customer must sign an installation addendum. If the MRR installed during the installation period falls below \$25K MRR, the extra 3X payment will not apply.
13. For new partners to Sangoma (partners that have not sold Sangoma products in the past), Sangoma reserves the right to withhold payment to those partners until after the 30 day cancellation period has ended.
14. All SPIFF Promotions will be paid in accordance with the Sangoma Commission Policy.
15. Clawback provisions: All payments under this Promotion are subject to a clawback regardless of any other terms and conditions applicable to the Partner. By accepting payment of the payout under the Promotion, the recipient specifically accepts this clawback provision. Sangoma reserves the right to claw back either from future commissions or in the form of payment from Partner, at Sangoma's sole option. This clawback provision ensures that canceled, uninstalled, reduction of services, or otherwise non-delivered deals are no longer eligible for payment under the Promotion.
16. For the purpose of the Promotion, an order is considered booked when uploaded and contains: A Sangoma Subscription Agreement (if required); an acceptance of the deal by the Customer; a signed bill of materials that details the items, quantities, and pricing; and an acceptable form of payment or use of an available credit line, in the amount necessary.
17. The Promotion is not stackable and cannot be combined with any other promotions.
18. Sangoma reserves the right to alter these terms and conditions at any time, without notice, in its sole discretion.