

3X on SD-WAN

PLUS Bonus additional .5X
points with OfficeSuite

Strategic Products		All “other” Products	
MRR	Payout	MRR	Payout
\$50 to \$25,000	3X	\$50 to \$25,000	1X
MRR above \$25,001	1X	MRR above \$25,001	.5X
Includes OfficeSuite	Add an additional .5X	Includes OfficeSuite	Add an additional .5X

Good News! Other strategic products are included in this SPIFF

Qualifying Strategic Products

- SD-WAN
- OfficeSuite
- Fixed Wireless
- Windstream On Net >50mbps
- Wavelengths and Associated On Net Access

The first \$25,000 in qualifying strategic product MRR will pay out at 3X MRR, every dollar above \$25,000 in qualifying strategic product MRR will pay out at 1X MRR.

Example; a \$25,000 SD-WAN MRR deal will yield a one-time \$75,000 pay out.

A \$26,000 SD-WAN MRR deal will yield a one-time \$76,000 pay out.

Terms and Conditions: Upfront offer valid from August 24, 2017 through September 30, 2017. Paid out per calendar month. To qualify, all sales must be customer signed and submitted on or before COB on the final sales day of the month. All upfront payments may be clawed back if orders or services are not installed within 180 days of signature. All qualifying sales will be on a 36 month term or longer. Special priced/ICB deals >\$25,000 must be reviewed & pre-approved for eligibility. Channel Partner must provide notice of dispute within 90 days of payment. Windstream reserves the right to reclaim any upfront payment if qualifying criteria is not met or if termination of services occurs. Upfront payments may be clawed back if orders or services are not installed within 180 days of signature. Windstream reserves the right to recalculate and modify this offer at any time. On Windstream sold deals, upfront payment(s) will not be released until after the customer is assigned a Windstream account number.

Eligible Windstream products are defined as any product except Equipment for Services (EFS), any one-time implementation fees, third party or tertiary services, and all products formerly under the WHS umbrella.