

# The BIG Cogent Buyout

Is your customer ready to buy but they are still in contract? Wouldn't it be great if Cogent could just buy out their contract? *Well we can!*

Have your customer supply their contract and more recent invoice(1) and Cogent will provide them the same (actually better) service(2) for free until the current term expires.

*(See below for details)*

- This promotion can be sold to only new logo customers.
- Promo is available in any Cogent OnNet MTOB or OnNet CNDC.
- At the conclusion of the free term, the paid term must continue for a minimum 1-year term.
- All pricing terms must be at standard list price.
- Maximum period of free service cannot exceed 6 months for MTOBs and 3 months for CNDCs. We can ICB for longer terms
- A Layer 3, 100Mb FE port will be installed to replace any existing 1.5 – 100Mb product from another provider.
- Commission credits are based on the MRC/NRC charged after the free term.
- Every buyout opportunity is subject to APPROVAL and SPECIAL ORDER PROCESSING
- No ICBs.
- Promos is available to all agents.
- Any exceptions beyond the parameters listed on this flier require VP approval.

<sup>1</sup> Contract documents must be emailed to your Partner Channel Manager and include:

- 1) who** customer buys from
- 2) what's** the service
- 3) when** the term expires
- 4) where** the service is delivered
- 5) a contract and recent invoice.

<sup>2</sup> Cogent will install a port of comparable volume in the same location.

