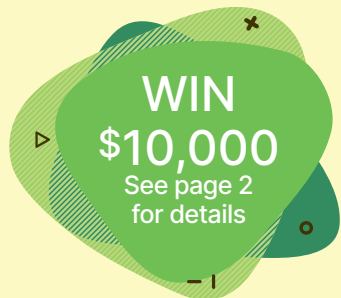




PARTNER 2023 Q3 SPIFFS

The fruits of all your labor days.



Cybersecurity Gap Assessment
Network Vulnerability & Penetration Scanning
Network Security Assessment
Wireless Security Assessment
Ransomware Readiness Assessment

UCx with Webex
or MS Teams
Integration +
M365 Bundle

NEW CUSTOMER

5X
MRR

UCx collaboration
with Microsoft 365

4X if existing
customer

SPIFF calculation does
not include M365

UCx with
Webex
Standalone

NEW CUSTOMER

4X
MRR

UCx collaboration
standalone

3X if existing
customer

20 seat minimum

Managed
Services

NEW CUSTOMER

4X
MRR

Endpoints, Firewalls,
Backups or SD-WAN

3X if existing
customer

Advisory Services

10% NRR

Earn 10% of contracted value for
services sold as non-recurring revenue

Early Equipment Payment

7% NRR

Get 7% payment upfront on total
contracted equipment purchase value

SPIFF program effective for eligible sales closed between 7/1/23 and 9/30/23 (signed/dated and closed/won in TPx systems) SPIFF calculated and paid after installation • Only 3-yr minimum terms will qualify (except for Security Advisory Services) • Excludes reconfigs and moves • Excludes Tech Upgrade customers (under separate SPIFF program) • SPIFF paid on first commission cycle once customer has billed • Max payout is \$100k per customer, per product • Unless noted above, SPIFFs can be combined • Sales requiring special pricing (NSR) not eligible, except with prior written approval from Channel SVP • Canceled/disconnected order in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change program without notice • UCx with Webex Standalone requires a 20 seat minimum • UCx + M365 bundle SPIFF paid only on UCx with Webex or MS Teams Integration — SPIFF calculation does not include M365 • New customer is defined as contracted business with no existing services from TPx



Partner Giveaway \$10,000

Q3 SPIFFS PARTNER 2023

Earn up to 20 tickets for each qualifying new customer order July 1 through September 30, 2023.

- 1 solution on the order = 1 ticket
- 2 solutions on the order = 5 tickets
- 3 solutions on the order = 10 tickets
- 4 solutions on the order = 15 tickets
- 5 or more on the order = 20 tickets

Example: A qualifying order with UCx with Webex, Managed SD-WAN, and Managed Firewall = 3 solutions on the order = 10 tickets

-
- Microsoft 365
 - UCx with Webex
 - Managed Networks
 - Managed SD-WAN
 - Managed Firewall
 - Managed Endpoints
 - Managed Backup
 - Managed Security Services
 - Internet/Connectivity

One partner
\$10,000 giveaway
winner will be drawn
in October
2023



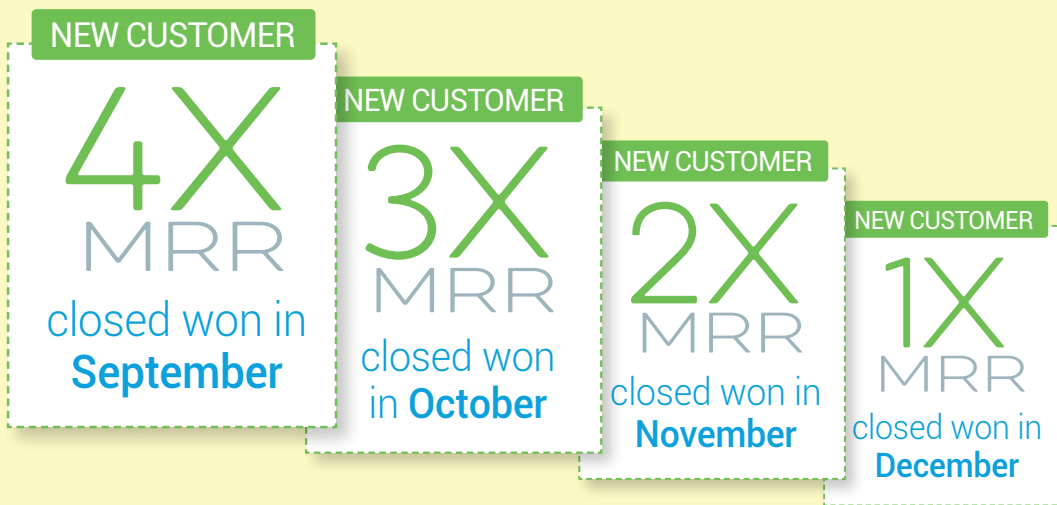
SPIFF program effective for eligible sales closed between 7/1/23 and 9/30/23 (signed/dated and closed/won in TPx systems) • A new customer is defined as contracted business with no existing services from TPx • Order must be over \$250 MRR to qualify for ticket(s) • Only 3-yr minimum terms will qualify • NRR Services and Equipment billed on installments are excluded and will not earn tickets • Sales requiring special pricing (NSR) not eligible, except with prior written approval from Channel SVP • TPx reserves the right to change program without notice • For \$10,000 giveaway, partner is defined as Selling Agent (unique email) • Drawing to take place at TPx headquarters in Austin, Texas, on or before October 15, 2023



TIME IS RUNNING SHORT

2023 UCx SMARTVOICE PARTNER SPIFF

Only a few months left. The sooner you close those UCx SmartVoice SIP trunking opportunities, the more you'll earn.



Continue the countdown!

SPIFF program effective for eligible sales closed between 9/1/23 and 12/31/23 (signed/dated and closed/won in TPx systems) SPIFF calculated based on month order is signed/dated and closed/won in TPx system • Requires 20 call path minimum per order to be eligible • Only 3-yr minimum terms will qualify • SPIFF is paid after installation, on first commission cycle once customer has billed • Max payout is \$100k per customer, per product • Sales requiring special pricing (NSR) requires prior written approval from Channel SVP and will receive one half of the closing month's multiplier • Canceled/disconnected order in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change program without notice • Only new customers qualify for the SPIFF • A new customer is defined as contracted business with no existing services from TPx • Can be combined with other SPIFFs excluding UCx Webex or Teams with Microsoft 365 Bundle • MRR multiplier is based on UCx SmartVoice services only

