

Comcast Business and Masergy

# NEW 4X SPIF

## on Masergy Secure Network Edge



### Secure your edge with Masergy and earn up to 4X MRR with our new SPIF!

Comcast Business and Masergy partners can **earn up to 4X Monthly Recurring Revenue (MRR)** by selling our new SD-WAN solution, Masergy Secure Network Edge, between April 22, 2023 and December 21, 2023.

### When selling Masergy Secure Network Edge, you can earn:

- **4X MRR** on eligible sales to new customers or new locations, and **1X MRR** on new corresponding underlay, when sold through Masergy.

### The Specifics

- Minimum Sales Order Form (SOF) term of 36 months.
- Must be sold through Masergy SOF contracted services.

### Eligibility Period: April 22, 2023 – December 21, 2023

Sales Order Form (SOF) must be completed and signed between April 22, 2023 and December 21, 2023.

**Call your Masergy or Comcast Business partner manager for restrictions and complete details, and to see how we can be your ONE provider for all your secure networking needs.**



### Introducing Masergy Secure Network Edge

Secure Network Edge is a premium secure network solution (underpinned by Fortinet®) designed for small and mid-market businesses.

#### Features

- High performing and reliable carrier-grade Internet with redundant connectivity services
- Fortinet® powered security with next-gen firewalls for perimeter security and 24x7 SOC services for Threat Management & Response (TMR)
- Intelligent application aware traffic management with direct connections to cloud services

#### Benefits

- Enterprise-grade services at a low cost for businesses that need to manage connectivity to the cloud
- Peace of mind with built-in security features to help protect users and applications from cyberthreats when using broadband connectivity
- Easy, streamlined installation\* with zero-touch provisioning, making it fast and easy to optimize business continuity

\*Professional installation available upon request.

#### Exclusions and Exceptions

May not be combined with any other current Comcast Business or Masergy SPIF, unless specifically allowed by Masergy or Comcast Business. Sales must conform to Comcast Business and Masergy Guidelines of Cooperation. Professional Services, non-recurring charges, usage charges, or applicable taxes or related fees do not qualify for this SPIF. SPIF payouts are based on the total monthly billing amount (inclusive of discounts) based on the eligible service type and corresponding payout structure. Maximum SPIF payout is \$30,000 per qualifying deal. A single customer deal (even if split over multiple SOFs) is subject to the \$30,000 cap. Solutions Advisor Partners can earn payouts on each qualifying deal throughout the period. Special pricing, teaming, or other extenuating circumstances may impact SPIF payout and are at the sole discretion of Comcast Business and Masergy. SPIF offered while specific SPIF funds are available. Comcast Business and Masergy reserve the right to exclude Solutions Advisor partners from SPIF if Comcast Business and Masergy determine in their sole discretion that Solutions Advisor partner has acted in a fraudulent manner. Teaming deals eligible, based on board credit only. Comcast Business and Masergy are not obligated to provide prior notice if SPIF ends early. Equipment fees, custom installation fees, professional service fees and other non-recurring charges which can be amortized into monthly recurring charges do not qualify for SPIF.

#### Terms and Conditions

Restrictions apply. Services not available in all areas. Valid between 4/22/23 and 12/21/23. Incentive is for Masergy contracted services only. All qualified contracts must be marked as Order Accepted during the incentive period by Masergy internal processing systems. Comcast Business and Masergy reserve the exclusive right at their sole discretion to limit or exclude specific sales that have been discounted outside of normal published discounts. Moves, upgrades, or change orders are NOT eligible for this SPIF. Sales not allowed under your agreement with Comcast Business and/or Masergy are excluded from this promotion. Payments will be made approximately 60 days after booking the new opportunity. Comcast Business and Masergy reserve the right to change, cancel, or modify the terms and conditions of this promotion without prior notice. Sales from non-US based partners are excluded from this promotion. Normal residual commission rates apply. Comcast Business and Masergy reserve the right to reclaim incentive payments if terms and conditions are not met, the order cancels, or if early termination of services occurs. Comcast Business and Masergy Communications © 2023. All rights reserved.