



# On Cloud Nine.

Between now and December 31, 2023, RingCentral Reach™ partners can earn:



# 9X MRRR

for both RingCentral MVP and Customer Experience deals closed through either IGNITE!™ or Channel Harmony® with a 3-year+ contract.\*

QUESTIONS?  
REACH OUT TO YOUR PARTNER MANAGER FOR MORE INFORMATION.

## 9X MVP & CX SPIFF Incentive

Terms and conditions apply: Offer valid July 24, 2023 – December 31, 2023 (the “**Incentive Period**”). In order to participate in this 9X MVP & CX SPIFF Incentive (“**Incentive Program**”), you must be an active Partner on file with RingCentral (as determined by RingCentral in its sole discretion) with a direct partner agreement with RingCentral or as a sub-Partner to a master agent or master broker (collectively, “**Master Broker**”) who has a partner agreement with RingCentral. To the extent permitted by applicable law, RingCentral will pay you (or your applicable Master Broker) for each Incentivized Sale (excluding upsells) registered and closed during the Incentive Period a one-time bonus equal to 9x MRR, which will replace any existing upfront commission you would have received on the Incentivized Sale under the Partner Agreement (as defined below). An “**Incentivized MVP Sale**” is a Qualified Sale during the Incentive Period for a three-year or longer initial contract term of RingCentral MVP to a new Customer. An “**Incentivized CX Sale**” is a Qualified Sale during the Incentive Period for a three-year or longer initial contract term of Engage Voice, Engage Digital, or RingCentral Contact Center (each, a “**Customer Experience Service**”) to a new or existing Customer who is purchasing a Customer Experience Service for the first time. Incentivized MVP Sales and Incentivized CX Sales (collectively, “**Incentivized Sales**”) must be registered under a RingCentral-brand Partner ID, and Incentivized Sales are not eligible for any other incentive program for Incentivized Sales. The Customer account resulting from an Incentivized Sale (“**Qualified Account**”) must be activated during the Incentive Period. MRR for an Incentivized Sale is determined at the end of the month in which the applicable Qualified Account is activated.

### 9X MVP & CX Bonus Illustration:

New MRR	Bonus	Bonus Payout
\$1,000	9X	\$9,000

If (A) an Incentivized Sale is canceled, in whole or in part, before RingCentral actually receives payment in full of at least nine months’ subscription fees (“**Minimum Subscription Fees**”) for the cancelled units of Service sold as part of such Incentivized Sale or in a manner requiring RingCentral to provide a refund of any portion of the Minimum Subscription Fees already paid to RingCentral, or (B) RingCentral otherwise does not receive the Minimum Subscription Fees, then in each case, RingCentral shall be entitled to a refund equal to the full value of the one-time bonus paid in excess of the cumulative MRR received by RingCentral and not refunded. If RingCentral is entitled to a refund of any portion of the bonus paid to you (or your applicable Master Broker) under this Incentive Program, to the extent permitted by applicable law, RingCentral may set off such refund amounts against any amounts owed by RingCentral to you (or your applicable Master Broker).

Demo sales, resales, cloud-to-cloud Mitel sales, and discounted sales for Partner’s internal use do not qualify for this Incentive Program. RingCentral shall pay one-time bonuses under this Incentive Program on or around the last day of the month following the month in which RingCentral received payment from the applicable Customer of all amounts due for the First Payment. The “**First Payment**” means, with respect to an Incentivized Sale, the first regularly scheduled recurring payment in respect of such Incentivized Sale from the corresponding Customer. If you registered an Incentivized Sale under a Master Broker, such Master Broker is solely and exclusively responsible for determining in its sole discretion if, what, and when to pay you for such Incentivized Sale under this Incentive Program. RingCentral reserves the right in its sole discretion to modify or end this Incentive Program at any time. Capitalized terms used but not otherwise defined herein shall have the meanings as set forth in your (or your Master Broker’s) partner agreement (the “**Partner Agreement**”) with RingCentral. Except as expressly provided herein, the Partner Agreement and [RingCentral Channel Partner Terms](#) govern this Incentive Program.