

RACE TO THE TOP



Earn a bonus for net new leads that convert to \$1 Million TCV deals.*

RingCentral is rewarding partners who reach the top of the mountain and help close big deals this quarter.

\$20,000

for net new leads that close in **January, February** or **March** worth \$1 million TCV or more.

QUESTIONS? REACH OUT TO YOUR PARTNER MANAGER OR PARTNER SUPPORT.

RingCentral[®]

***Terms and conditions apply:**

Offer valid January 19 – March 31, 2021. Offer is available to all partners of RingCentral, Avaya, Atos, and Alcatel Lucent Enterprise. Winning partners who do not have an agreement through RingCentral will be paid the bonus through their respective Partner Program if applicable. To qualify, a new lead must be registered and accepted, and the associated account closed within the offer dates. Duplicate leads across product brands will not qualify. Contract must be signed and activated by March 31, 2021. New account requires a minimum 3-year contract, a minimum annual revenue of \$350,000 USD, and a minimum total contract value of \$1,000,000 USD, as verified by RingCentral in its sole discretion. Account values will be converted to USD where applicable. No more than 10 bonuses will be awarded under this offer. Bonuses will be awarded 3 months after the account is activated. Bonus is \$20,000 USD per qualified closed account and will be converted to local currency where applicable. RingCentral reserves the right to modify or end this offer at any time.

Limitations:

This Incentive Program is not available for any sales opportunity where Partner has been retained to provide consulting, systems integration, or neutral/objective advice to a governmental entity or a prime or subcontractor under a governmental contract. Partner shall make all required disclosures to any government (including federal, provincial, state or local government) customers, education end users, and customers purchasing products or services that will be reimbursed under a federal or state program or grant, all potential incentive payments for each transaction for which Partner now is claiming an incentive. Partner also certifies that (a) it has not accepted any payments under the Incentive Program to the extent that they relate to the Partner's performance of a government prime contract requiring Partner to provide neutral or unbiased advice to the government with respect to the types of technology products and solutions provided by RingCentral, and (b) that its acceptance of payments under the Incentive Program shall not violate any government rules or regulations, including those relating to conflicts of interest or kickbacks. Partner agrees to indemnify and hold harmless RingCentral for any loss, cost, fine or other damages resulting from Partner's failure to observe this certification. Partner further acknowledges and agrees that RingCentral may terminate the Incentive Program or Partner's participation in it at any time in RingCentral's sole discretion and that RingCentral may elect to withhold or delay any payment to which Partner may be otherwise entitled hereunder (i) if RingCentral develops a reasonable suspicion that any part of this certification was or has become inaccurate, (ii) if RingCentral or Partner becomes the target of any government action or investigation in any way relating to the Incentive Program, or (iii) RingCentral decides in its sole discretion to discontinue the Incentive Program due to a change in the regulatory environment.