

SPIFFS UP!

Catch the 7X Wave

Dude...stoked about this SPIFF?! Get those killer deals in and dominate that pipeline with Fuze's most epic SPIFF yet.



3X
for
Closed
Won

1X
for
Microsoft
Teams
integration

1X
for
deals closed
in the
manufacturing
industry

1X
for
Fuze
Contact
Center
(on FCC portion
of the deal)

1X
for
12 month
prepayment



TERMS & CONDITIONS

- Current Fuze Partners and Agents under an active contract with a Fuze-approved Master Agent qualify.
- Applicable to all partner-originated, **referral and resale** opportunities resulting in a signed customer agreement and corresponding sales booking within the period January 1 - December 31, 2021.
- The related deal registration must be submitted through the deal registration process, in the Fuze Partner Portal, approved by Fuze, and active at the time of deal closure.
- New customers only, on a minimum of 36 month term contract. Upsells, upgrades, or renewals do not qualify.
- Minimum company size of 250+ employees.
- Incentive is calculated on the committed Fuze services MRR at month 12. This is defined as the MRR amount at month 12 for Fuze services that the customer has contractually committed to activate. **This amount is used as the basis for all spiff tier calculations, except for the Fuze Contact Center bonus, which is calculated upon the Fuze Contact Center MRR only.**
- Networking and professional services, as well as third-party hardware and software do not qualify for this promo.
- Partner licenses for internal use do not qualify for this promo.
- Incentive is capped at \$500,000 per eligible customer deal.
- For the manufacturing spiff tier, the primary industry classification will define the vertical of reference. This may be determined upon available data or following consultation with the customer.
- For the Microsoft Teams integration spiff tier, the customer must use Fuze as the primary calling service.
- Incentive payout is in one installment and included in the commission statement 45 days following prepayment collection from the customer for contracts with 6+ month prepayment, or, in case of other prepayment options, or no prepayment, 45 days following customer achieving the 12 month activation threshold.
- If the customer contract is terminated, bonus payment will be prorated and offset with due commissions or reimbursement in the absence of future commissions.
- Incentive bonus must not be passed to end-customers or any other person.
- Fuze reserves the right to change, modify, or cancel the terms of this program at any time.
- Fuze's decisions with respect to all matters relating to this promotion shall be final.

For Resale Deals:

- Incentive bonus is calculated on the net sales price to the Resale Partner for the committed Fuze services MRR at month 12.
- Payout will be in the form of a lump sum or an account credit on the monthly invoicing until full payout - upon Fuze's discretion. In case of an account credit, for deals with less than 6 months, spiff credit will commence following achievement of month 12 activation threshold. For deals with prepayment of 6+ months, spiff credit will commence from the first bill after go live.
- In the event the customer contract is terminated, bonus payments will be prorated and offset with due invoicing.

For questions please contact your Fuze Channel Sales Representative

