



Bigger the deal, bigger the payout

Up to 8X MRR

MiCloud Connect Partner Bonuses
May 1 – June 30, 2021

8X

100 Seat Min
5 Year Contract

7X

151+ Seats
3 Year Contract

6X

100-150 Seats
3 Year Contract

5X

10-99 Seats
3 Year Contract*

Contact your Channel Manager for further details.

Terms & Conditions

Mitel unconditionally reserves the right to alter, amend, or cancel this program at any time at its sole discretion. In the case of any dispute with respect to the Program, Mitel's decision is final. Promotion is available to Partners in the United States, Canada, United Kingdom, Australia & New Zealand. Must be a Net New Mitel Cloud Customer. Net New Cloud Customer is defined as 1) A new customer who has not done business with Mitel before, and 2) An existing on-site customer who has not purchased Mitel cloud or subscription services before. Offer of 8x, 7x and 6x bonus valid only with standard pricing volumes and CANNOT be combined with any other promotion. *If stacked with either Speedway or Move To Mitel promotions, maximum partner SPIF payout of 5x. This program may not be used in conjunction with any Additional Discount Incentives (ADI's) or Special Pricing Authorizations (SPAs). Only eligible product purchases made during the qualifying period (program start date and end date) will qualify for inclusion in the partner bonus. Program benefits are for new MiCloud Connect customers on their initial order only, no extensions or add-ons at later date. The SPIF bonus requirements are as follows: 8x MRR on minimum of 100 seats and 5-year contract, 7x MRR on minimum of 151 seats and 3-year contract, 6x MRR on minimum of 100 seats and 3-year contract, and 5x MRR on all deals with 10 seat minimum and 3-year contract. All qualified purchases where SPIF payout is greater than \$50,000 shall be paid 50% on booking and remaining 50% on first activation. All participants in this promotion must be contracted.

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