



With 6X MRR...

You get a bigger slice.

Partners can get a bigger piece of the pie when they sell RingCentral's Customer Experience solutions:

6X MRR

on all Customer Experience deals with a minimum 2-year contract.*

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

***Terms and conditions apply:**

Offer valid June 1 – December 31, 2021. To qualify, you must be an active Partner of the RingCentral Partner Program. Only applicable on deals sold through the RingCentral Partner Program. Payment is exclusive to RingCentral Partners on a residual-only commission plan. For new or existing RingCentral customers who purchase a customer experience service for the first time during the promotion period (a "Qualified CX Sale"), the Partner will be paid a one-time 6x MRR bonus ("Customer Experience Bonus") based on the added customer experience MRR (e.g., excluding RingCentral MVP MRR) as determined at the end of the month in which the customer experience account is activated. Customer experience services are Engage Voice, Engage Digital, and RingCentral Contact Center services. Demo accounts or internal Partner discount accounts do not qualify for this bonus. To qualify, the customer must sign a new two-year or longer contract with RingCentral for a customer experience service, which may be a step-up agreement. Does not apply to upsell on existing customer experience accounts. As a reminder, MRR does not include device purchases. Customer contract must be signed and submitted to RingCentral by December 31, 2021, and account must activate by December 31, 2021. Should the customer cancel any customer experience service within seven months (210 days) after activation and the application of any free service credits, RingCentral will charge back a portion of the Customer Experience Bonus corresponding to the resulting decrease in customer experience MRR against any compensation paid to the relevant Partner as incentive payments (i.e., any commissions or service fees accrued under the Partner's agreement with RingCentral). If applicable, contact your master agent or distributor for payment amounts and timeline. RingCentral reserves the right in its sole discretion to modify or end this promotion at any time.

Customer Experience 6x SPIFF

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Limitations:

This promotion offer (“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 in each case describing all potential incentive payments for each transaction for which Partner 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.