



# 1X MRR on Upsell Deals?

Now that's  
worth smiling at!

**PUT ON A HAPPY FACE.**

RingCentral Partners can earn...

**1X MRR**  
**ON UPSELL DEALS.\***

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

**\*Terms and conditions apply:**

Offer valid June 1 – December 31, 2021. Previous 1x Upsell bonus program is updated to end effective May 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. During the promotion period, for MRR of at least 500 in local currency added above and beyond the RingCentral customer's existing contracted and paid MRR (a "Qualified Upsell"), the Partner will be paid a one-time 1X MRR bonus ("Upsell Bonus") based on the added MRR as determined at the end of the month in which the upsell occurs. To qualify, the customer must be under a two-year or longer contract with RingCentral, other than a step-up or ELA agreement. As a reminder, MRR does not include device purchases. Demo accounts or internal Partner discount accounts do not qualify for this bonus. Bonus is exclusive to RingCentral Partners on a residual-only commission plan. Should the customer decrease MRR on or before January 31, 2022, RingCentral will charge back a corresponding portion of the Upsell Bonus 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). Charge-backs shall not be assessed in excess of the Upsell Bonus. 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.

# 1x MRR Upsell 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.