

# Boost Your Earnings with XCaaS

## 4X MRR Award on XCaaS Add-ons

Meet XCaaS—the cloud communications deployment model that erases the boundary between Unified Communications as a Service (UCaaS) and Contact Center as a Service (CCaaS). We are super excited about the benefits this will bring our customers—and want to help you get in on the action!

Register your deals today on [PartnerXchange](#).

How to earn your 4X MRR award on XCaaS add-on orders:

- Orders with X6- X8 sold into accounts that previously had only UCaaS services (X1-X4)
- Minimum contract term remaining 24 months or renewal to 24 months
- Minimum VCC 10 seats
- Relevant 8x8 contact center deployment must be purchased with the deal to qualify

Available in North America, UK, and ANZ.

### Terms and conditions:

- Effective for deals closed between July 1, 2021 and Dec 31, 2021.
- Deal registration and approval is required and must be submitted through the [8x8 PartnerXchange Portal](#). This offer is not stackable with other 8x8 offers.
- To qualify for this offer, the customer's contract must have a minimum of 24 months remaining at the time of booking. A renewal or contract extension may be done to allow qualification for this offer.
- SPIFF award is earned at the time the customer order is booked with 8x8. SPIFF awards are payable within 45 days of being earned, except during the COVID-19 crisis, which may result in payment up to but not later than 75 days after being earned. Payment follows the same process/method as partner residual commissions.
- MRR is defined as monthly recurring revenue related to UCaaS and CCaaS license purchase. Equipment charges, deployment, services, training, third-party products, shipping, and other applicable fees and taxes are not included in MRR. Average MRR for the life of the contract will be used to calculate SPIFF award on all deals. Average MRR is based on the total contract value expected to be collected by 8x8 (considering any concessions, credits, or other provisions), divided by the number of months in the contract (excluding trial period).
- On annual contracts with annual payment terms, the initial annual payment must total more than 50% of 12 months of full MRR to qualify for stackable award for annual payments.
- SPIFF awards with payouts greater than or equal to US \$300,000 are subject to review and will be considered on a case by case basis. Deals with special customer terms, including but not limited to, free or discounted licenses, delayed billing, step-up contracts, extended payment terms, contingencies (e.g. POC), and downturn clauses are subject to review.
- SPIFF awards are subject to pro-rated chargeback by 8x8 in the event that the customer cancels 20% or more of the original order within 18 months of the original order date. SPIFF is subject to full or partial chargeback until customer has submitted three full payments (does not apply to annual payment frequency) and in any situation in which fraud is confirmed on a customer account.
- Cannot be combined with other 8x8 active SPIFFs.

For more information, contact your 8x8 Channel Account Manager.