



Nothing but net!

1X MRR award on all add-on orders.

You heard that right—1X MRR on all upsell and expansion orders for existing 8x8 customers.

Minimum order size \$500 MRR.

Must have a minimum contract term of 12 months remaining.

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

Available in: North America, UK, ANZ

Terms and conditions:

- Effective for deals closed between January 1, 2022 and March 31, 2022.
- Deal registration and approval is required and must be submitted through the 8x8 [PartnerXchange](#) Portal. This offer is not stackable with other 8x8 offers.
- Minimum qualifying deal size is \$500 MRR.
- To qualify for this offer, the customer's contract must have a minimum of 12 months remaining at the time of booking. A renewal or contract extension may be done to allow qualification for this offer.
- 8x8 reserves the right to exclude individual orders from this SPIFF if the end customer pricing for licenses added is less than current billing for the same license type.
- 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 for 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).
- For this SPIFF program, XO and XO-Teams will be paid at 1X.
- 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 6 months after the original order date and the application of promotional credits or free months. SPIFF is subject to full or partial chargeback until the customer has submitted three full payments (does not apply for 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.

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