



# Free throw: 1X on 8x8's Flex!

## 1x SPIFF on 8x8's Flex: Device-as-a-Service

The 8x8 Flex Program is the no-risk, low-cost way for your customers to have premium communications equipment.

Companies can get the most popular and latest Internet Protocol (IP) phones, and other essential conferencing equipment instead of purchasing them upfront. Flex products are brand new and include basic lobby phones, receptionist, Power-over-Ethernet, Bluetooth, USB, Wi-Fi, and conference phones. All hardware in the Flex Program supports 8x8's platform of products.

## How to earn your 1X SPIFF on 8x8 Flex Equipment:

- New business deals only
- Minimum contract term – 24 months
- No minimum deal size
- SPIFF is calculated based on the amount of the Flex equipment recurring charges.
- SPIFF can be combined with other current SPIFF offers

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

Available in: NorthAmerica, UK

### 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.
- Flex equipment items must be sold at list price to qualify for the SPIFF.
- 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.
- 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 can be combined with other current SPIFF offers.

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

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