



Lay up: Earn 4X MRR award when you add CC to existing UC customers.

4X MRR Award on XCaaS Add-ons

Help your clients empower every employee, delight every customer, and power business agility.

That is the power of XCaaS—Experience Communications as a Service—the cloud communications deployment model that erases the boundary between UC and CC.

And, it's only available on the 8x8 eXperience Communications Platform.

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

How to earn your 4X MRR award on 8x8 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 CC 10 seats
- Relevant 8x8 contact center deployment must be purchased with the deal to qualify

Available in: North America, UK, ANZ

Terms and conditions:

- Effective for deals closed between July 1, 2021 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.
- 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).
- MRR related to the X0 and X0-Teams SKUs is eligible for a maximum of 2X SPIFF payout. For this SPIFF program, X0 and X0-Teams will be paid at 2X.
- 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 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.

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