



Slam dunk! Up to 8X MRR!

Build your own SPIFF with 8x8. Earn up to 8X MRR!

5X MRR award on 2+ year annual contracts with monthly payments and early termination fees (deals shorter than 36 months require \$1,000 minimum to qualify).

PLUS STACKABLES (stackable offers can also be combined)

- 1X stackable for **XCaaS** (UC & CC)—minimum 20 CC seats
- 1X stackable for **annual pay** (36 month deals only)
- 1X stackable for **60+** month contracts

It's stackable! How much can you earn? 8X!

5X MRR Annual Contracts

5X MRR award on 2+ year annual contracts with monthly payments and early termination fees (deals shorter than 36 months require \$1,000 minimum to qualify.)

+1X

MRR XCaaS

1X stackable for **XCaaS**—minimum 20 CC seats

+1X

MRR Annual Pay

1X stackable for **annual pay**—valid for 36 month deals

+1X

MRR 60+

1x stackable for deals **60+** months

Register your deals today on **PartnerXchange**.

Terms and conditions:

- Effective for deals closed between January 1, 2022 - March 31, 2022.
- For NEW 8x8 customers only—SPIFF will not be paid on add-on orders. Deal registration and approval is required and must be submitted through the 8x8 [PartnerXchange](#) Portal.
- Minimum qualifying deal size for 24-month contracts: \$1,000 MRR (no maximum); No minimum qualifying deal size for 36-month contracts.
- 2-year annual deals with annual payment terms (either typical once-yearly payment term or 2 years paid up front) are eligible for 5X award.
- 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).
- 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.
- 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 a 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 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 unless the specific offer is defined as "stackable".

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

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