

Let's get SPIFF-y!



Ready to earn some extra cash? Well, Telstra wants to help you get “spiffy” with a new SPIFF. See what we did there?

Here's how it works: For any opportunities you register and close with on-net new customers between now and June 30, 2022 you'll receive a bonus commission. Qualifying deals must be worth \$2,000-\$50,000 USD monthly recurring revenue (MRC)^[1] for a 24-month contract. **For each qualifying deal you close within the promotional period, you'll get a SPIFF of one-month MRC up to \$50,000 USD^[2].**

Talk to your Telstra representative now about this exciting offer.

[1] Total deal MRC to be used to qualify the SPIFF. Bonus calculation based on qualifying Telstra products / services only.

[2] All currency conversion rates, including the minimum and maximum threshold and bonus payment, will be based on Telstra annual operation planning conversion rates. Bonus will be paid within 60 days of service installation, and upon client successfully paying the service invoice. Telstra owns the final decisions on the eligibility of the incentive and calculation of the bonus payment.

Promotion Rules

- One-month of qualifying services MRC will be applied for minimum of 24-month committed service term.
- Bonus payouts will stand at a maximum of \$50,000 per customer. Exceptions will be made only after written approvals from the Telstra channel sales team.
- All qualifying services must be on-net. Off-net products and services such as local loop will not be included.
- All qualifying orders submitted and signed during the program period, January 24 to June 30, 2022 are eligible.
- Discounts beyond standard rates will not be accepted unless signed off in writing by the Telstra channel sales team, prior to customer agreement. The partner must have this confirmation in writing.
- Only new MRC counts towards the bonus amounts during the program period. Renewals, re-signings, upgrades, downgrades, reconfiguration or changes to existing services will not qualify.
- Only master agents and direct agents who have entered into a sales agency agreement with Telstra are eligible to participate in this program.
- Telstra reserves the right to modify or terminate this program at any time.
- Telstra reserves the right to recover or recalculate bonus payments based on MRC adjustments from the initial order, if services that qualify for the program cancel within the first 12 months of service.
- Bonus payments only to be paid following payment of the customer invoice of the opportunity.

Qualifying Products & Services

- Ethernet Private Line (EPL)
- International Private Line (IPL)
- Ethernet Private Line Express (EPL-Express)
- IP-VPN (MPLS)
- EVPL (VPLS)
- Global Managed Network Services (GMNS)
- Global Internet Direct (GID)
- Dedicated Internet Access (DIA)
- Telstra Internet Direct (TID)
- Data Center Colocation

Contacts

Donna Turner

Channel Sales – West Region

Telstra Enterprise

P 949-699-2932

E donna.turner@team.telstra.com

Sharon Andrus

Channel Sales – Central Region

Telstra Enterprise

P 312-952-2924

E sharon.andrus@team.telstra.com

Scott Elliott

Channel Sales – East Region

Telstra Enterprise

P 1-917-806-8951

E scott.elliott@team.telstra.com