



Holy cannoli! A seriously sweet SPIFF.

Earn up to **8X MRR** with this incredible stackable SPIFF from 8x8.

4X MRR for New Customers

4X MRR award for new customers (new logos) on 2+ year contracts with monthly payment terms.

+2X

MRR CCaaS

2X stackable for qualifying contact center deals. Valid for 36+ month deals with at least 10 CCaaS seats.

+2X

MRR Annual Pay

2X stackable for annual pay. Valid for 36+ month deals.

4X MRR for CCaaS Add-On

4X MRR award on add-on deals for existing 8x8 UC customers when they add CCaaS for the first time. Min. 10 CCaaS seats. Min. of 30 months remaining on the customer's existing contract, or a contract extension to 30 months. Contact Center deployment package must be purchased unless the channel partner is certified to deploy.

+2X

MRR Annual Pay

2X stackable for annual pay. Valid for 36+ month deals.

Register your deals today on **PartnerXchange**.

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

A Seriously Sweet SPIFF!

Terms and conditions:

- Effective for deals closed between January 1, 2023 - March 31, 2023.
- Available for NEW 8x8 customers. SPIFF will not be paid on add-on orders except in the case of first-time contact center purchases by existing UCaaS customers (described below). Contracts/orders/deals with customers transitioning away from Fuze, Inc. or any of its subsidiaries are ineligible and outside the scope of the SPIFF, and SPIFF will not be paid on any such contracts/orders/deals.
- 36 month contract term minimum required for the 2X annual pay enhancer and the 2X CCaaS enhancer.
- For existing 8x8 UCaaS customers purchasing 8x8 CCaaS for the first time, the SPIFF offers a 4X MRR award. Deals of this type with at least 36 months contract term are also eligible for the 2X stackable award when the customer selects annual payment terms. The following must be met for a CCaaS add-on order to qualify:
 - The order must include a minimum of 10 CCaaS seats. CCaaS is defined as X6, X7, X8 or 8x8 Standalone Contact Center.
 - Minimum contract term remaining of 30 months or renewal to 30+ months (36 months for annual pay stackable.)
 - Relevant 8x8 contact center deployment package must be purchased with the deal to qualify unless the partner is certified to deploy.
- SPIFF payment on qualifying CCaaS add-on orders will be calculated only for CCaaS product MRR. Purchase of UCaaS or other products on the same order will not be included in the SPIFF calculation.
- Deal registration and approval is required and must be submitted through the 8x8 PartnerXchange Portal.
- No minimum qualifying deal size.
- 2 year deals with annual payment terms (either typical once-yearly payment term or 2 years paid up front) are eligible for 4X 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. 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 X0, X0-Teams, X1-Gov and XT SKUs is eligible for a maximum of 2X SPIFF payout. For this SPIFF program MRR related to X0, X0-Teams, X1-Gov and XT MRR on qualifying orders 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".