



# Q4 2018 SPIFFs

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October 2018



| PARTNER BONUS

Earn up to

# 5X with no limits

October 1 through December 31, 2018

# 5X

3X MRR MiCloud Connect +

1X MRR MiCloud Connect 50+ Users +

1X MRR MiCloud Connect Contact Center

Additional +1X MRR for first time MiCloud Connect deal over 25 users



| PARTNER BONUS

# SMASH INTO CASH

Ends December 31, 2018

## ADDITIONAL BONUS:

**\$1.0K** for deals 25-49 users

**\$2.5K** for deals 50-99 users

**\$4.0K** for deals 100+ users

More Information

**Backup Slides**

# Mitel Cloud Bonus

Extended

## Target customer:

Net new UCaaS customers purchasing a MiCloud Connect, Business, or Flex system with a 36-month contract

## Promotion Summary

### Up to 5X MRR

**3X MRR:** MiCloud Connect retail UCaaS solution  
(min 10 Users)

**PLUS**

**1X MRR:** MiCloud Connect Contact Center  
(min 10% Connect users)

**PLUS**

**1X MRR:** MiCloud Connect  
(Over 50 users)

**2X MRR:** MiCloud Business retail UCaaS solution (min 10 Users)

**2X MRR:** MiCloud Flex retail UCaaS solution (min 75 Users)

## Partner Type

All Retail UCaaS  
partners / agents

## Region / Area

NA, UK

## Start/End Date

Oct 1 – Dec 31

## Resources

- Internal: [www.mitel.com/productmarketing](http://www.mitel.com/productmarketing)
- External: MiAccess

## Terms & Conditions / Requirements

Bonus is for New Customer Sales Only at standard pricing with defined field discounts. New Customer Sales means entities (including affiliated entities) that have never purchased MiCloud products or services OR existing on-site customers who have not purchased cloud product or services before.

Not for PoC, seat or location add-ons. New sales must be submitted as complete order packages and accepted by Mitel between October 1 and December, 2018. Minimum 10 seats for 3X MRR, Minimum 50 seats for +1X MRR, Minimum 10% of deal must be Contact Center for +1X MRR. More information at <http://www.mitel.com/ignite>.

**NO REGISTRATION NECESSARY**

# Mitel SMASH into CASH Bonus

Extended

## Target customer:

Net new UCaaS customers purchasing a MiCloud Connect system with a 36-month contract

## Promotion Summary

For deals closed during the promotional period, earn an additional bonus on top of the generous up to 5X MRR cloud SPIFF.

- 25-49 Users: additional \$1,000
- 50-99 Users: additional \$2,500
- 100+ Users: additional \$4,000

## Partner Type

All Retail UCaaS partners / agents

## Region / Area

NA

## Start/End Date

Oct 1 – Dec 31

## Resources

- Internal: [www.mitel.com/productmarketing](http://www.mitel.com/productmarketing)
- External: MiAccess

## Terms & Conditions / Requirements

Terms and conditions apply. Promotion runs October 1, 2018 through December 31, 2018. Net New MiCloud Connect sales only. Smash into Cash pays in addition to 5X MRR bonus. Mitel reserves the right to cancel, suspend or modify this promotion any time. Void where prohibited by law.

**NO REGISTRATION NECESSARY**

# Mitel LEVEL UP Bonus

NEW

## Target customer:

Partners who close their first MiCloud Connect deal over 25 users

## Promotion Summary

For partners who close their first MiCloud Connect deal, receive an additional +1X MRR in Mitel Cloud Bonus.

## Partner Type

All Retail UCaaS partners / agents

## Region / Area

NA

## Start/End Date

Oct 1 – Dec 31

## Resources

- Internal: [www.mitel.com/productmarketing](http://www.mitel.com/productmarketing)
- External: MiAccess

## Terms & Conditions / Requirements

LEVEL UP BONUS: First deal closed won by sub-agency over 25 users in the previous 12 months qualifies for +1X MRR. 36-month contract required.

NO REGISTRATION NECESSARY