

COLO CHALLENGE (CLC)



 partner.expedient.com

 877.755.3927

OVERVIEW

Expedient is launching a Physical Colocation rewards program, the “CoLo Challenge” (CLC) that will provide authorized referral partners* with the opportunity to earn Expedient bonus commissions for Expedient physical colocation deals that close during the period of **February 1, 2019 thru July 31, 2019**.

This program is targeted at opportunities with prospects that are seeking physical colocation space in one (or more) of Expedients existing data centers.

Expedient has a partner community portal to enable the exchange of partner referral information in an efficient and productive manner while fully supporting the following elements of the promotion.

EXPEDIENT BONUS COMMISSIONS

The program is simple...just a few steps to add Expedient Bonus Commissions to your wallet.

- First, each referral partner selected to participate in the CLC promotion must verify their access to the Expedient partner portal: partner.expedient.com and become familiar with the site. If you are unfamiliar with the portal, have questions or require assistance, please contact Nick Lansberry, Partner Alliances Specialist and portal administrator: nick.lansberry@expedient.com
- Then...start entering leads via the lead registration process, engage your Expedient sales team and client and start closing!
- For every** qualified physical colocation lead that is submitted into the portal and accepted by Expedient that results in a sale during the promotion period, Expedient will offer the following:
 - Partner commissions eligible under the terms and conditions of your referral partner commissions (RPC) plan AND:
 - **100% of the first month of the client’s Monthly Recurring Revenue (MRR)**
 - This is the CLC “Bonus Commission,” Examples:
 - Client A - \$1,500 MRR = RPC + \$1,500 of CLC commissions to the partner
 - Client B - \$3,345 MRR = RPC + \$3,345 of CLC commissions to the partner
 - Client C - \$10,000 MRR = RPC + \$10,000 of CLC commissions to the partner
 - Managed services included in the MRR (solutions bundle) are NOT eligible (only the physical colocation services are eligible for CLC).

EXPEDIENT BONUS COMMISSIONS CONT.

- The bigger the deal, the bigger the RPC + CLC...no limits!!!
- A qualified “lead” is defined as a referral partner registered lead submission in the Expedient partner portal that is rated by an Expedient MVP as a valid opportunity that results in an Expedient meeting, proposal and sale of Expedient physical colocation solutions.
- The portal and lead exchange tracking system will upload the leads submitted into Expedient’s Salesforce CRM system. Leads must be submitted/accepted in the Expedient portal to be eligible for CLC.
- Expedient’s MVPs will distribute the leads proportionally to Expedient Account Executives upon lead acceptance.
- Account Executives will proactively engage with referral partners and potential clients to further populate the accounts in Salesforce and close deals.
- Deals must close within the promotion period to be eligible for CLC, including leads registered prior to the start of the CLC promotion period.
- Partners are encouraged to “pass-along” the CLC bonus commissions to your sales representatives or agents.

CLC bonus commissions will be provided to referral partners by Expedient within twenty (20) days of the first MRR invoice while the RPC will be paid to the referral partner under the terms and conditions of your referral partner Agreement.

*Authorized referral partners in good standing operating under a valid partner referral agreement.

**Minimum 36-month Master Service Agreement required (contract).

BONUS COMMISSION EXAMPLES



Client A - \$1,500 MRR = RPC + \$1,500 of CLC commissions to the partner



Client B - \$3,345 MRR = RPC + \$3,345 of CLC commissions to the partner



Client C - \$10,000 MRR = RPC + \$10,000 of CLC commissions to the partner