

## UCaaS/Hosted Voice

BCM One has two leading UCaaS solutions to offer your clients based on their specific technical and budgetary needs to serve SBM to Enterprise level clients.

**22% Residual on BCM One's UCaaS solutions -- InPacket™ leveraging the PanTerra Platform or our UCaaSone™ Solution leveraging the BroadSoft/BroadWorks Platform**

- **Broadworks Platform: 2x up-front on 2 year term, 3x up-front on 3 year term, 4x up-front on a 5 year term**  
– Phone Hardware sales do not apply to this SPIFF
- **InPacket Platform: 1x up-front on a 2 year term, 2x up-front on a 3 year term. 3x up-front on a 5 year term**  
– Phone Hardware sales do not apply to this SPIFF
- **All locations must have the qualified UCaaS Services installed within 3 months of the sale to be eligible for the promotion**

### Terms and Conditions

- Eligible Products and Services are defined as BCM One UCaaS Services (the "UCaaS Promo Services").
- The Promotional Period is from April 1, 2020 through December 31, 2020 at 5 pm PST.
- All qualifying MRCs do not include metered usage or UCaaS handsets.
- All qualified sales are subject to the minimum service term and installation timelines set forth above.
- The upfront promotional payments identified above will be made for NEW sales of the UCaaS Promo Services only. Replacement of existing like services and added UCaaS Promo Services to already existing UCaaS Promo Services do not qualify for the upfront promotional payment. Residual commission payments will be made for the sale of UCaaS Promo Services as stated above.
- Special pricing and ICB sales are not eligible unless a written exception from BCM One is received prior to execution of any client agreement.
- If a promotional payment exceeds \$30,000 per client/and or order, you will be paid the first \$30,000 per your Agreement and the balance after the first full year following installation of the qualified UCaaS Services.
- BCM One reserves the right to recover or recalculate any promotional payment made to you due to MRC adjustments from the initial order. If an order is cancelled prior to installation or in the first 6 months after installation, any promotional payment made to you will be recovered on the next applicable commission run.
- All orders must be registered to qualify.
- You must have a signed Independent Sales Representative Agreement ("Agreement") with BCM One in order to participate in this promotion.
- The terms of this promotion are considered to be Confidential Information as defined in your Agreement with BCM One.
- BCM One reserves the right to terminate or modify this promotion at any time.
- Additional restrictions may apply.