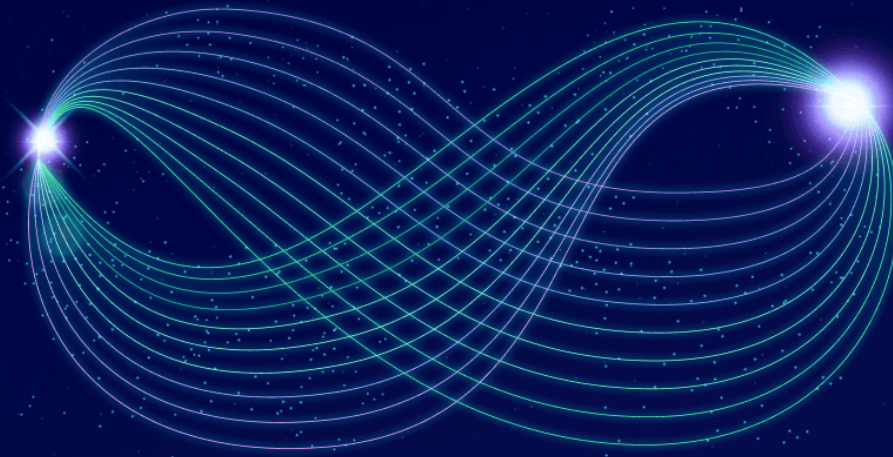


zoom Up Partner Program

11X SPIFF

More deals, higher rates,
unlimited payouts



Offers Updated August 2025

4X

SPIFF

Zoom Phone 2-year contract
(annual prepay)
ZCX or ZVA 2-year contract
(monthly)

6X

SPIFF

Zoom Phone 3+ year contract
(annual prepay or monthly)
ZCX or ZVA 2-year contract
(annual prepay)

9X

SPIFF

ZCX or ZVA 3+ year contract
(annual prepay only)

11X

SPIFF

"The Whole Stack"* -
Workplace with phone &
ZCX (annual prepay only)

QUALIFYING DATES: AUGUST 1, 2025 – JANUARY 31, 2026

>>> No cap on SPIFF amount <<<

* "The Whole Stack" opportunities must include 10% license count of each Workplace with Zoom Phone and Zoom Customer Experience licenses

H2 FY26 SPIFF Promotion Flyer - August 2025

Overview - see [T&Cs for further details](#)

This H2 FY26 SPIFF Promotion is available only to Authorized Technology Services Distributors ("TSDs") and their Authorized Agents for a limited time in accordance with the SPIFF offer and Zoom Up program terms and conditions. This promotion rewards Zoom Authorized Agency partners for selling Zoom Phone, Zoom Customer Experience (including Zoom Contact Center), and Zoom Workplace bundles to customers.

The following highlights key details of the promotion. For more details, please refer to the Zoom TSD SPIFF Terms and Conditions.

SPIFF Eligibility Requirements:

- Customer must be net new for the qualifying product families
- Deal must be approved for Deal Registration
- MRR must increase as a result of the upsell. SPIFF is calculated on net MRR on qualifying product families
- Deal must close between August 1, 2025 and January 31, 2026

Additional requirements for "The Whole Stack" 11X SPIFF:

- Minimum net \$5,000 MRR
- Deal must include the following products, each of which must account for at least 10% of the total license count:
 - Zoom Workplace Bundle that includes Zoom Phone (Zoom Workplace Business Plus, Zoom Workplace Enterprise)
 - Zoom Customer Experience (ZCX), including ZCX bundles

Additional conditions

- **NEW:** No maximum SPIFF payout
- SPIFF pays on first order only; subsequent orders to the same customer are not eligible.
- The following deals are not eligible for this SPIFF; Bill on Behalf deals, Partner Assist deals, EDU skus, opportunities where any of the qualifying product families have already been sold to that customer, and deals where combined discount (including free period and credit in lieu) is >50%.