

Lumen Big Deal Incentive

Bring Lumen your large deals and earn up to \$50,000 per customer



Lumen bridges networking, managed services, edge cloud, collaboration and security to deliver an exceptional customer experience. Bring us your biggest deals to earn more while delivering more for your customers!

Overview

- Earn a one-time payout **up to \$50,000** per billing customer!
 - \$15,000 payout for deals with MRC of \$50,000-\$99,999
 - \$50,000 payout for deals with MRC of \$100,000+
- Opportunities must be created in Salesforce after January 1, 2023, and “Closed Won” between April 1, 2024, and June 30, 2024
- Qualified Sales with a minimum service term of two years are eligible

Incentive Period: April 1, 2024 – June 30, 2024

See Page 2 for full terms and conditions. Contact your Lumen Account Team for full details.

Terms & Conditions: Lumen Big Deal Incentive

- The Lumen Big Deal Incentive (the “Incentive”) is open to Eligible Participants (defined below).
- Eligible Participants are eligible to receive a maximum payout of \$50,000 per billing customer.
- The Incentive applies only to Qualified Sales that meet the following criteria:
 - Opportunities must be entered in Salesforce after January 1, 2023.
 - Opportunities must be marked “Closed Won” in Salesforce between April 1, 2024, and June 30, 2024.
 - Opportunities must be for new logo customers or for existing customers ordering net-new services (except as stated below, renewals and replacement services will not qualify for the Incentive).
 - Opportunities must include a minimum monthly recurring charge (MRC) of \$50,000 and a minimum two-year service term.
- “Eligible Participants” is defined as channel partners who have active Partner Program Agreements with CenturyLink Communications, LLC d/b/a Lumen Technologies Group (“Lumen”) or its affiliates and such partners’ sub-agent business entities.
- To qualify for this Incentive a Qualified Sale must be for a Service billed by Lumen in North America, subject to North American sales recognition guidelines.
- “Incentive Period” is defined as beginning April 1, 2024, and ending June 30, 2024, or upon budget depletion—whichever comes first. In situations of budget depletion, deals will be paid on a first-in basis up to the budgeted amount.
- Standard ordering processes apply.
- This Incentive can be applied once per billing customer per Incentive Period. Standard commission rates apply in addition to the Incentive.
- Payout based on the MRC stated in a valid customer signed order accepted by Lumen in accordance with its standard process. Qualified Sales amounts consist of MRC + Committed Usage.
- All product orders included on the original deal will contribute toward the Incentive requirements. Subsequent deals will not be considered for the Incentive.
- Incentive awards will be paid at the partner level through the regular commission process.
- The Incentive will be paid approximately 45 days after a qualified sale is “Closed Won” in Salesforce on or before June 30, 2024.
- The Incentive will apply to strategic product migrations/replacement services and technology refresh only if such migrations/replacement services and refreshes qualify for sales recognition under Lumen’s Sales Recognition guidelines.
- Strategic product migration sales recognition is based on full value if the service substitution is a strategic product migration (as approved by Finance/Product).
 - Migration/Replacement Services–Sales recognition is for the net-new revenue generated; If the replacement services are similar, sales recognition will be computed for the incremental amount of revenue increase.
 - In either case, the related disconnect will be netted with new install service to compute the net amount.
- Payout:
 - Qualified Sales of \$50,000-\$99,999 MRC are eligible for a one-time \$15,000 payout
 - Qualified Sales of \$100,000+ MRC are eligible for a one-time \$50,000 payout
- Lumen may modify, suspend, amend or terminate the Incentive at any time and without prior notice to or consent of Eligible Participants. Lumen specifically reserves the right to change the Incentive in a manner that may modify or eliminate the amount of the Incentive.
- Incentive disputes will be considered on a case-by-case basis. All disputes must be submitted within 120 days of the Salesforce “Closed Won” date. Incentive disputes submitted after 120 days will not be considered.
- Any liability for federal, state or other taxes for the Incentive will be the sole responsibility of the Eligible Participants. Lumen will not be responsible for payment of any such taxes.
- Lumen will review all submitted orders to ensure Incentive criteria have been met before awarding payouts.
- Lumen reserves the right to end, modify or deny any claim under this Incentive, including the right, in its sole discretion, to deny any Incentive submission that does not satisfy the terms of the Incentive.
- Orders that cancel prior to installation will not qualify for the Incentive, and Lumen may recover incentives paid in connection with such Orders, including by way of off-set against the channel partner’s normal commissions.
- Lumen reserves the right to review all Qualified Sales for which Eligible Participants received an incentive payout under this Incentive 24 months from the service installation date to verify that the MRC requirement for such qualified sale is being met. If not, Lumen may recover the incentive paid, including by way of off-set against the channel partner’s normal commissions.
- Void where prohibited.
- Check the Lumen Channel Partner Portal regularly for updates to the Incentive.
- This Incentive may be combined with other incentives offered by Lumen.
- This Incentive will apply to channel integrated (“CIE”) and non-channel integrated (“NCI”) opportunities.

lumen.com/partners | partners@lumen.com