



COMPENSATION FLASH

High Speed Internet Incremental Spiff PARTNER - MTHLY.HSI

Participation Type	National Direct and National Distribution Partners
Market Participation	All
Period Offered	January 1, 2024 – June 30, 2024

Product Type for Payment	Opportunity Type(s)	Spiff Amount	Charge Back Amount/Period
Post Paid High Speed Internet (HSI) Partner Teaming Activations	TFB Direct Led and Partner Generated	2 X Total MRC	SPIFF Amount Paid / 120 Days

Business Rules

- The terms and conditions of your T-Mobile for Business National Distribution Agreement or T-Mobile for Business National Direct Agreement apply to this Spiff. Capitalized terms not otherwise defined have the meaning specified in your Agreement.
- Partner means Distributor as defined in your Agreement.
- A Partner Teaming Program number for an approved TFB Direct Led Opportunity or Partner Generated Opportunity is required.
- Partner must submit funnels to claim activations completed in the Activation month. Partner funnel submissions for Partner Teaming Activations must be submitted during the month of Activation or within 2 months after the month of Activation.
- Spiff is calculated using the Eligible Rate Plan Total MRC less any applicable discounts. Total MRC for Mobile Internet Rate Plans is less the voice line pairing discount.
- Partner provided non-stock devices and T-Mobile devices provided as part of a Partner Generated Opportunity are eligible. Partner may not use T-Mobile Implementation Resources or suppliers for staging & kitting of non-stock devices.
- T-Mobile devices provided as part of a TFB Direct Led Opportunity must include Approved Software to be eligible.
- HSI (business internet) custom installation of T-Mobile stock devices must have TFB Solution Engineer approval and Partner must provide an invoice and a statement of work to be eligible for this Spiff. Total MRC for Mobile Internet Rate Plans is less the voice line pairing discount.
- Activation on an HSI Rate Plan listed below is required to be eligible.

Eligible SOCs						
ZUNLINT	ZUNLINTR	Z300GBIOR	ZSMBHSI	GOVUNLINT	Z60GBFW	ZUINTRTE
Z100GBIN1	Z100BIOR	Z300BINR	ZSMBHSITE	GVUNLHSI	Z100GBFW	ZUINTRTI
Z100GBIN2	Z100BIR	Z300BIOR	ZSMBINTTI	VUNLMHSI	Z300GBFW1	
Z300GBIN1	Z100GBIOR	Z300BIR	ZSMBINTTE	Z25GSTKFW	Z300GBFW2	
Z300GBIN2	Z100BINR	ZUNLINTR	Z10GSTKFW	Z40GBFW	Z125GBSTK	

- Lines of Service moved to temporary suspend status within the same calendar month of the Activation Date (“Temporary Suspend”) will use the date the line of Service is removed from Temporary Suspend (“Reactivation Date”) in place of the Activation Date for calculation of the Spiff and the Residual Commissions Commencement Date. Unless otherwise noted, the Reactivation Date must occur during the Period Offered to be eligible for this Spiff.
- Accessories and ineligible devices are excluded. Refer to the Requirements document on the Partner Portal.
- Only one Partner can be compensated per deal (no splits between Partners).
- Partner will ensure and T-Mobile has the right to validate that a Sub-Agent has provided the Partner Teaming Offering to the Subscriber. T-Mobile is not required to pay Compensation, or may Charge Back Compensation paid to Partner if Sub-Agent fails to provide the Partner Teaming Offering as agreed.
- This Spiff is incremental to the Partner Teaming Activation Spiff.
- Refer to Exhibit A in your Agreement for commissions reconciliation and timing. Route Commissions Disputes to your NAM/CAM and Compensation Analyst for evaluation. Attach the original Partner Teaming approval email for all Commissions Disputes.
- This Spiff is subject to change at any time, which may be delivered by Flash or other electronic means.



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T-Mobile

Supplemental Definitions:

- Approved Software. Any named software and/or license not sold or billed directly by T-Mobile.
- Partner Generated Opportunity. A Partner Teaming Program sales opportunity submitted by Distributor, or an approved Sub-Agent, in the Partner Portal and assigned to a T-Mobile representative for the sale of Wireless Service.
- Partner Teaming Activation. Any Activation that resulted from a TFB Direct Led Opportunity or Partner Generated Opportunity.
- Partner Teaming Offering. All software, applications and related maintenance, Equipment or other services or offerings by Distributor to its customers excluding Wireless Service
- Partner Teaming Program. Sales motion where an approved Sub-Agent works jointly with Distributor and T-Mobile to provide T-Mobile Service and a Sub-Agent's Partner Teaming Offering to a T-Mobile Subscriber.
- TFB Direct Led Opportunity. A Partner Teaming Program sales opportunity identified by a T-Mobile sales employee that requires Partner Teaming Offerings not available directly from T-Mobile.