



## Hit the Jackpot by Earning Up to \$25K in Cash

DartPoints 1X MRR incentive program for Channel Partners.

\* All rules apply. Sale must close by June 30, 2024



**One-month of qualifying MRC**  
(monthly recurring charges)  
per deal.



**Maximum payout is \$25K** per  
opportunity.



**Minimum \$5,000 spend** per  
month.



**Term must be 36 months or  
longer.**

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### Contact Me for More Information

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## General Payout Terms

- Only one qualifying sale per customer.
- Partners can sell to multiple customers.
- Excludes OTC (one-time charge).
- SPIFF applies only to fully ramped MRC fee.
- Contract must be fully executed (customer counter-signed) by June 30, 2024.
- Interconnection fees, metered power fees, etc., do not qualify for SPIFF payout calculation.
- Payout will be directly from DartPoints to the TSD primary commissionable on record.
- Payout is one-time, single payout, not a residual.
- Maximum total payout is \$25K per sale.
- Payout will be based on approved DartPoints pricing.
- Payout will be provided after the first month of fully ramped space and power charges have been billed to DartPoints, and paid.

## Additional Qualifications

- Opportunity must be registered with DartPoints.
- Must be a new business to DartPoints. Renewal or expansion of existing business does not qualify.
- Applies to all DartPoints TSDs only.
- If there is any dispute over the qualification of an opportunity, DartPoints will have final authority to determine if an opportunity is qualified for the SPIFF.