

The RingCentral logo, featuring the word "RingCentral" in a blue and orange font, is positioned at the top center of the page. The background is a collage of falling US dollar bills, including \$100 and \$20 bills, scattered across the white background.

RingCentral

# Turn innovation into revenue.

More ways to earn than ever before!

Between January 1, 2024 - June 30, 2024, RingCentral Reach™ partners who sell a 2-year contract for RingCentral MVP, RingCX, or select new products will earn\*:

**4X MRR**

So no matter what use case you're helping customers solve, you can harness new technology to grow your revenue.

QUESTIONS? CONTACT YOUR RINGCENTRAL PARTNER MANAGER.

\*Terms and conditions apply.

## 4X RINGCENTRAL SPIFF Incentive

\*Terms and conditions apply: Offer valid January 1, 2024 – June 30, 2024 (the “Incentive Period”). In order to participate in this 4X RINGCENTRAL SPIFF Incentive (“Incentive Program”), you must be an active Partner on file with RingCentral (as determined by RingCentral in its sole discretion) who is subject to a RingCentral commissions plan that, aside from temporary incentive payments or spiffs, provides for residual commissions only (i.e., no permanent upfront commissions). To the extent permitted by applicable law and subject to these terms and conditions, RingCentral will pay you (or your applicable master agent or master broker (collectively, “Master Broker”)) for each Incentivized Sale closed during the Incentive Period a one-time bonus equal to 4x MRR. An “Incentivized Sale” is a Qualified Sale during the Incentive Period for a two-year initial contract term of any proprietary RingCentral Service, excluding RingCentral Contact Center and RingCentral Events, to a new Customer. Incentivized Sales must be registered under a RingCentral-brand Partner ID, and Incentivized Sales are not eligible for any other incentive program for Incentivized Sales. The Customer account resulting from an Incentivized Sale (“Qualified Account”) must be activated during the Incentive Period. MRR for an Incentivized Sale is determined at the end of the month in which the applicable Qualified Account is activated and will exclude MRR for recurring professional service offerings, hardware rentals, and device-as-a-service offerings.

### 4X Bonus Illustration:

New MRR	Bonus	Bonus Payout
\$1,000	4X	\$4,000

If (A) an Incentivized Sale is canceled, in whole or in part, before RingCentral actually receives payment in full of at least six months’ subscription fees (“Minimum Subscription Fees”) for the cancelled units of Service sold as part of such Incentivized Sale or in a manner requiring RingCentral to provide a refund of any portion of the Minimum Subscription Fees already paid to RingCentral, or (B) RingCentral otherwise does not receive the Minimum Subscription Fees, then in each case, RingCentral shall be entitled to a refund equal to the full value of the one-time bonus paid in excess of the cumulative MRR received by RingCentral and not refunded. If RingCentral is entitled to a refund of any portion of the bonus paid to you (or your applicable Master Broker) under this Incentive Program, to the extent permitted by applicable law, RingCentral may set off such refund amounts against any amounts owed by RingCentral to you (or your applicable Master Broker).

Demo sales, resales, cloud-to-cloud Mitel sales, and discounted sales for Partner’s internal use do not qualify for this Incentive Program. RingCentral shall pay one-time bonuses under this Incentive Program on or around the last day of the month following the month in which RingCentral received payment from the applicable Customer of all amounts due for the First Payment. The “First Payment” means, with respect to an Incentivized Sale, the first regularly scheduled recurring payment in respect of such Incentivized Sale from the corresponding Customer. For an Incentivized Sale registered under a Master Broker, such Master Broker is solely and exclusively responsible for determining in its sole discretion if, what, and when to pay you for such Incentivized Sale under this Incentive Program. RingCentral reserves the right in its sole discretion to modify or end this Incentive Program at any time. Capitalized terms used but not otherwise defined herein shall have the meanings as set forth in your (or your Master Broker’s) relevant partner agreement (the “Partner Agreement”) with RingCentral. Except as expressly provided herein, the Partner Agreement and [RingCentral Channel Partner Terms](#) govern this Incentive Program.