

SPRING INTO NEW DEALS!

EARN UP TO

15x

UCaaS / SIP

6x
on 3 year deal
3x
on 1 year deal

+3x
on 501+ seats

Ooma AirDial® POTS Replacement

1-250 Lines
2x
on 3 year deal

251-1000 Lines
3x
on 3 year deal

1001+ Lines
5x
on 3 year deal

BONUS +2x Ooma AirDial

Receive extra 2X Bonus for AirDial orders that have devices ship out within 14 days of order placement. Bonus is for orders with 25+ boxes.

BONUS +2x UCaaS / SIP

Add UCaaS/SIP to your AirDial business (new or existing customers) and receive an extra 2X on top of the current eligible UCaaS/SIP SPIFF.

BONUS +1x
for first deal for new partners.

BONUS +1x
Partners that close 5 deals in the quarter that include at least 100 AirDial lines.

Teams / Hospitality

1x
on 1-100 users
on 3 year deal

2x
on 101-200 users
on 3 year deal

3x
on 201+ users
on 3 year deal

Terms & Conditions

1. SPIFF is for NEW Ooma customers only, effective for deals closed between May 1 - July 31, 2024.
2. No minimum qualifying deal size required.
3. SPIFFs are paid out on the following partner commission cycle after the customer's first invoice. If the customer activation is multi-location, ramp deployment, or other delayed billing, SPIFFs will be paid at a pro-rated amount based on percentage of customer billings. SPIFF amount is calculated based on invoiced and commissionable MRR.
4. New deals requiring ICB pricing with special customer terms, including but not limited to discounted licenses, hardware or professional services, delayed billing, reduced margin, and customer credits are subject to review and, in Ooma's sole discretion, may have a reduced SPIFF payout.
5. SPIFF awards with payouts greater than \$100,000 must be approved by Ooma *before* the deals are closed and are subject to installment payments.
6. SPIFF awards are subject to pro-rated chargeback if the customer cancels 25% or more of the original order within 6 months of the original order date. Chargebacks will also be applicable for customer non-payment of invoices.
7. SPIFF award payouts apply only to services that are deployed and for which billing has begun within twelve (12) months of order submission. No SPIFF will be paid for services deployed or billed after twelve (12) months.
8. Stackable 1X for first deal for new partner is defined as a partner that has not previously closed a deal with Ooma.
9. Stackable 1X for 5 deals minimum 100 AirDial lines is defined as single partner closing 5 new customer opportunities in the quarter that add up to at least 100 AirDial lines. 1X SPIFF will be stackable on individual AirDial SPIFF multiplier for each order. 1X SPIFF will be paid commission cycle following the completion of all 5 orders.
10. Circuits are not eligible for SPIFF offer.
11. 3rd party solutions are only eligible for 1x on 1 year and 3x on 3 year deals.

