



To: Verizon Partner Program Business Agents - VZW Only
From: Verizon Wireless
Date: July 1, 2024
Subject: Verizon Connect Lead Generation SPF

Verizon Wireless (“**VZW**”) is pleased to announce the following special incentive (“**SPF**”) in connection with the referral of new subscribers for Verizon Connect services (“**Verizon Connect Subscriptions**”). This SPF shall be available to Business Agents, also referred to herein as Agents, authorized to Sell VZW Services pursuant to the terms of their Verizon Partner Program Master Services Agreement and the accompanying Program Documents (collectively, the “**Agreement**”). This SPF shall commence on June 1, 2024 and terminate upon notice from VZW (“**Eligibility Period**”). This SPF letter replaces any previous SPF letter containing the same products and services. VZW further reserves the right to suspend or modify the terms of this SPF, including the Referral Fees (as defined herein), at any time upon notice to the Agent. All capitalized terms used and not otherwise defined herein shall have the meaning assigned to such term in the Agreement.

SPF Eligibility Criteria:

1. This SPF is only available to Agents in the Verizon Partner Program authorized to sell VZW Services;
2. Any of Agent’s employees or Subagents submitting lead referrals hereunder must complete all mandatory training as required by VZW for the referral of Verizon Connect Subscriptions. Agent shall not receive any Compensation for a lead referral unless, in addition to all other requirements hereunder, the employee or Subagent assigned by Agent to submit the referral has completed the mandatory training as provided by VZW;
3. Only lead referrals for SMB and Enterprise Customers are eligible for Compensation. Agents shall not receive Compensation for the referral of consumers or Government Entities, even if such referral is accepted by VZW.

Lead Referral Submission Process: Agent’s employees and Subagents submitting referrals hereunder shall adhere to the following submission process:

1. Identify SMB or Enterprise Customers with an interest in Verizon Connect Subscriptions. All terms and conditions in the Agreement with respect to working with SMB and Enterprise Customers, including deal registration requirements, shall apply;
2. Pre-qualify the customer’s eligibility for Verizon Connect Subscriptions in accordance with the process and requirements set forth in the referral training;
3. Document the customer information and any lead referral information required by VZW;
4. Submit the documented customer information and related lead referral information to the Verizon Connect pre-qualification team by submitting the referral on your designated Agent microsite, or by following such other submission instructions provided by VZW.

Referral Fees: Agent shall receive Compensation for this SPF in the form of a “**Referral Fee**”, as set forth in the Compensation Chart below, for each Qualified Referral (as defined below) that results in an Activation of a Verizon Connect Subscription.

Compensation Chart

Connect Service	Referral Fee
Verizon Connect Reveal GPS Vehicle Tracking Service	\$80
Verizon Connect Fleet GPS Vehicle Tracking Service	\$80
Verizon Connect Reveal Asset Tracking (both powered and non-powered)	\$40
Verizon Connect Fleet Asset Tracking (both powered and non-powered)	\$40
Verizon Connect Field Service Dispatch Subscription	\$40
Verizon Connect Workforce Subscription	\$40
Verizon Connect Reveal Road Facing AI Dashcam (Road Facing Camera)	\$40
Verizon Connect Fleet Road Facing AI Dashcam (Road Facing Camera)	\$40
Verizon Connect Reveal Dual Channel AI Dashcam (Road & Driver Camera)	\$40
Verizon Connect Fleet Dual Channel AI Dashcam (Road & Driver Camera)	\$40

A “**Qualified Referral**” is a referral of a lead that: (i) is submitted during the Eligibility Period in connection with a SMB or Enterprise Customer, (ii) is a new lead and was not being actively pursued by VZW or any Verizon Affiliate, as determined by VZW in its sole discretion, and (iii) results in the Activation of a Verizon Connect Subscription within one hundred eighty (180) days of the Agent’s lead referral submission date. Agent shall receive a Referral Fee on Qualified Referrals submitted during the Eligibility Period that results in an Activation after the expiration of the Eligibility Period, provided such Activation occurs within one hundred eighty (180) days of the lead referral submission date.

The Referral Fee shall be paid in accordance with the terms of the Agreement (i.e., within thirty (30) days following the end of such calendar month in which the Verizon Connect Subscription was Activated). The Referral Fee is considered Compensation under the Agreement and subject to the terms and condition of the Agreement, including, but not limited to, Chargeback, offset and recoupment.

Please contact your channel account manager with any questions or concerns you may have.

Thank you for your continued participation in the Verizon Partner Program.