

# Earn 6x MRR

## With Avaya Cloud Office® by RingCentral

Avaya partners can now earn more for New Customer opportunities. **Receive 6x on 3-year or longer net-new contracts** from July 1<sup>st</sup> to September 30<sup>th</sup> 2024.\*



Avaya offers commissions on Avaya Devices, Avaya Customer Experience Services, Avaya SIP Trunking and Avaya Spaces®. Check with your Technology Services Distributor (TSD) for details.

### 6x MRR

With a minimum 3-year+ agreement.\*



### Questions?

Contact your Avaya Cloud Specialist. **[Click here](#)** for more information on becoming an Avaya Sales Agent.

**\*Terms and conditions apply.** The 6x MRR Bonus is a global offer. To qualify, you must be an active Avaya Sales Agent. Applicable for customers who activate an Avaya Cloud Office (ACO) account between July 1<sup>st</sup> to September 30<sup>th</sup> 2024 (the "Incentive Period"). Applies to monthly or annual pre-paid agreements. Only seats activated with the initial order are eligible. Avaya will pay a one-time-bonus for each qualified ACO sale during the Incentive Period for a three-year or longer initial contact term of Avaya ACO for a New Customer. New Customer is defined as a new Avaya customer that has not previously purchased Avaya Cloud Office (ACO). MRR is defined as monthly recurring revenue related to the recurring subscription attributable to a qualified seat. Only ACO MRR directly related to Digital Line services is eligible for recurring commissions and one-time SPIFFs. Device purchases, device rentals, professional services, one-time charges and services are only eligible for commissions when sold on an Avaya master agreement. One-time charges and services (including usage-based charges, regulatory fees, and charges for a toll-free number), e911 fees, live report fees, shipping and other applicable fees and taxes are not included in MRR. MRR is calculated net of any credits, refunds, discounts, and other reductions in respect of a qualified seat. Deals with special terms, including but not limited to, service credits or discounts that exceed generally available public promotions are subject to review. One-time SPIFF incentives are paid to Master Agents based on seat activation. Should the customer cancel service within six months of initial payment, all commissions paid will be assessed a charge-back on the incentive program. Upfront incentives are intended to be passed through the Master Agent to the Sales Agent associated with the transaction. Contact your Master Agent for payment timeline. Avaya reserves the right to modify or stop offering this incentive at any time in its sole discretion without prior notice. Applicable terms and conditions apply and can be found at Channel Programs Terms & Conditions.