

# EARN AN UPFRONT SPIFF

With Avaya Experience Platform™ or Avaya Cloud Office® by RingCentral

Seats activated with initial order **or additional seats** activated during the incentive period are eligible.



Sell Avaya Experience Platform to a new Contact Center customer and earn a stacking 1x MRR

**Avaya offers commissions on Avaya Devices, Avaya Professional Services, Avaya SIP Trunking, and Avaya Spaces. Check with your Master Agent for details.**

Solution	Minimum Term*	Existing Customer	New Customer
Avaya Cloud Office® by RingCentral	2 years	4x MRR	4x MRR
Avaya Experience Platform™	1 year	4x MRR	5x MRR



## Questions?

Contact your Avaya Cloud Specialist. For more information on becoming an Avaya Sales Agent: [www.avaya.com/en/partners/salesagents](http://www.avaya.com/en/partners/salesagents)

\*Terms and conditions apply. To qualify, must be an active Avaya Sales Agent. Applicable for customers who activate an Avaya Cloud Office (ACO) and/or Avaya Experience Platform account between September 30, 2023 and September 30, 2024. Applies to monthly or annual pre-paid agreements. Seats activated with the initial order and additional seats activated during the incentive period are eligible. MRR is defined as monthly recurring revenue related to the recurring subscription attributable to a qualified seat. Only 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 Experience Platform Contract. 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. New customer is defined as a new Avaya customer that has not purchased any Avaya Contact Center solutions in the last three (3) years. 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