

Unlock Multiplied Earnings in Q3!

Q3 Multiplier



EARN
2X

Every qualified GoTo Resolve, LogMeIn Rescue, Central or MDM sale can earn 2X with a 24 month term* (1X for 12 months)

*no seat or endpoint minimums

OR

Every qualified GoTo Connect, GoTo Contact Center, GoTo Customer Engagement or Essentials Bundle sale of 1-4 seats can earn 2X with a 24 month term.

EARN
4X

5-50 seats
(2X for 24 months)

EARN
5X

51-250 seats
(3X for 24 months)

EARN
1X

For an additional 1X **Add***

GoTo Contact Center Complete or Customer Engagement

OR

Managed Services/VIP Support Packages**

OR

LogMeIn Rescue, GoTo Resolve, Central, MDM

OR

Annual Pre-pay

OR

Mid-Market Opportunity (100-500 employee size)

*Additional 1X awarded for only any one of the above items.

**Managed services/VIP support package cannot be discounted to qualify for additional 1X.

EARN
6X

251-500 seats
(4X for 24 months)

EARN
7X

501-1499 seats
(5X for 24 months)

EARN
8X

1500+ seats
(6X for 24 months)

4X

New upsell/cross-sell partner revenue multiplier for existing customers” For Q3, Partners are eligible for 4X MRR on sales of NEW products to existing customers.

Enter campaign code: **XUPSELL24**

Terms and Conditions:

This offer applies to Authorized Agent members of the GoTo Partner Network in North America and EMEA for Q3 2024.

1. All opportunities must be entered through Partner Exchange to qualify for any multiplier payout. Opportunities including the Essentials Bundle must be registered both for GoTo Connect and GoTo Resolve at the time the deal is registered.
2. Customers purchasing GoTo Contact Center must be existing GoTo Connect customers. New customers are considered those who have not previously purchased the product in question. ie: A current GTC customer who is not currently purchasing GoTo Resolve would be considered a 'new' GoTo Resolve customer. A current Rescue customer who is not currently purchasing GTC would be considered a 'new' GTC customer. A current GoTo customer who is not currently purchasing GoTo Contact Center Complete or Customer Engagement would be considered a 'new' Contact Center customer. Minimum qualifying contract length for GTC products is 24 months unless otherwise specified. 6x is the highest multiplier available for 24 month contracts.
3. Free or discounted hardware (Yealink T34W and Poly E100 Handsets) are only eligible for new accounts with five or more total users/seats, a contract term length of 36 months or more, pricing at standard tiers, and DIDs sold at or above floor price. If current listed handsets are not available, a request for substitute handsets must be approved by GoTo Finance before contracts are accepted. Combined total of free handsets not to exceed 50. Low usage seats, SIP trunks or conference lines are not eligible for multiplier calculations or hardware minimums. Accounts with fewer than five seats are eligible for multiplier calculations up to 2X on 1-4 seats, but are not hardware eligible.
4. This offer begins July 1, 2024 and continues through September 30, 2024 (the "Promotion Period") and applies only to new customers (excludes add-on/ renewal orders). The new 2X for 1-4 seats on GTC products is available only for 24-month or longer deals closed during the promotion period. Those deals can only have a maximum 25% service discount and no hardware discount. Maximum multiplier for 1-4 seats is 3X. To count a deal within the Promotion Period, the customer must have signed a contract with for GoTo before midnight on the last day of the Promotion Period. GoTo reserves the right to reduce the duration of the Promotion Period on no less than 14 calendar days' advance notice.
5. The seat quantities will not be calculated by adding the seat quantity of each product together. Sales of Contact Center Pro do not qualify or count towards multiplier calculations. The applicable incentive amount will be determined based on the product with the higher seat quantity.
6. This offer cannot be combined with any other promotions or discounts.
7. GoTo may hold payments or apply chargebacks for any deals (1) not installed (or adequately progressing toward installation in GoTo's judgment) within 180 days of customer signature, or (2) canceled before the customer's first payment for services, or (3) customers who cancel or withhold payments for services within the first 6 months after first payment. For the purposes of this program, the "chargeback" amount is equal to the cash equivalent of the incentive provided (including taxes and shipping). This is in addition to any other chargebacks that may apply under your Authorized Agent or Master Agent Agreement with GoTo.
8. Additional 1 X is available on only ONE of the following add-ons:
 - a. GoTo Contact Center Complete or Customer Engagement sale in addition to GoTo Connect.
 - b. Managed services/VIP Support Packages must be sold with no discount.
 - c. GoTo Resolve, Rescue, Central or MDM sale in addition to GoTo Connect, GoTo Contact Center, GoTo Customer Engagement or Essentials Bundle.
 - d. Annual pre-pay is minimum 24 month contract with annual amount being paid upfront. You must be an active Partner on file with GoTo and eligible to participate based on your (or your Technology Service Broker's, or distributor's (collectively, "Master Agent") Partner agreement with GoTo (as determined in its' sole discretion).
9. You must be an active Partner on file with GoTo and eligible to participate based on your (or your Technology Service Broker's, or distributor's (collectively, "Master Agent") Partner agreement with GoTo (as determined in its' sole discretion).
10. If quote incorporates TIPS pricing, spiff payment amount may be reduced at the discretion of Rev Ops based upon deal health calculations and other sku pricing.
11. GoTo reserves the right to change, edit or amend the details and/or terms and conditions of any incentive at any time.
12. 4 x is the max available payout for sales to existing customers. Opportunities for this piece of the multiplier incentive must be tagged to the Campaign Code: XUPSELL24