

2024 PARTNER INCENTIVE – JANUARY 1 TO DECEMBER 31, 2024

# Be WANderful!

## Crown Castle's SD-WAN and SASE Partner Incentive

Earn 1X MRR for contracted SD-WAN and/or SASE sales through December 31, 2024.

### How it works.

Work with your Channel Manager to earn 1X MRR for contracted SD-WAN and/or SASE sales, to be paid within 60 days of initial billing.

### Rules to keep in mind.

- › Limited to new orders for SD-WAN & SASE solutions only.
- › Minimum customer contract term for all aggregate services is 36 months.
- › This incentive cannot be combined with any other partner incentives.
- › Incentive is paid based on a single customer solution. Multiple opportunities associated with a single customer solution will be paid as a single incentive award.
- › Multiple incentives are allowed and encouraged, should partner have multiple qualifying customer wins throughout incentive period.
- › Program funds are limited.
- › Limited to net new incremental sales. Upgrades, moves, renewals, etc. to existing services are specifically excluded.
- › Crown Castle may, at its sole discretion, alter or terminate this incentive and will be the sole determining party for qualifying sold opportunities.
- › All sales which qualify during this period must install prior to or on June 30, 2025.
- › All opportunities must be created between January 1-December 31, 2024.
- › Maximum single incentive payout limited to \$25,000.
- › Incentive amount includes both SD-WAN and SASE Solution Services, as well as the Network Services directly associated with those services.
- › Incentive will be paid upon installation and billing and follows the general guidelines of the CCI Sales Agent Agreement.

**For additional details or questions, please reach out to your Crown Castle Channel Manager or [partnersupport@crowncastle.com](mailto:partnersupport@crowncastle.com).**