

DataBank Channel Sales Program Incentive Funds (SPIF)

Earn a 2x MRR SPIF on Select Colocation Deals!

The SPIF:

2x MRR SPIF available for select colocation deals registered from July 1, 2024 to December 31, 2024. Deals must close by June 30, 2025 (unless extended by Databank) to be eligible for SPIF.

The Rules:

1. Applicable to closed-won colocation deals in the following data center facilities:
 - [AUS1 - 7218 McNeil Dr Suite #300 - Austin, TX 78729](#)
 - [CLE1 - 1255 Euclid Ave Suite #200 - Cleveland, OH 44115](#)
 - [DFW6 - 8600 Harry Hines Boulevard Suite #200 - Dallas, TX 75207](#)
 - [IND1 - 731 West Henry Street - Indianapolis, IN 46225](#)
 - [MCI2 - 10605 W. 84th Terrace - Overland Park, KS 66214](#)
 - [DEN1 - 393 Inverness Parkway - Englewood, CO 80112](#)
 - [DEN4 - 7579 W. 103rd Avenue - Westminster, CO 80021](#)
 - [HOU5 - 4201 Southwest Freeway - Houston, TX 77027](#)
2. New Logos Only
3. Applicable to racks only. Not applicable to cages.D
4. Minimum of 36-month term agreement
5. Only applicable to deals registered from 7.1.2024 to 12.31.2024. Deals must close by 6.30.2025.
6. For Databank colocation engagements only
7. Each SPIF is capped at \$50,000.
8. Must be registered through the Databank portal.
9. SPIF is paid on eligible MRR only per the Partner Agreement (i.e., software charges or pass-through charges of any sort don't apply towards the SPIF MRR).
10. SPIF is paid the month after the customer has paid their first invoice in full.
11. All "NRC" is excluded from SPIF eligibility.

Include code **COLO2X** in your registration for SPIF eligibility.

Program Details:

Partner and Databank agree that to win new logos, special discounted pricing for both MRR and NRC may be required, impacting overall margin and deal profitability. As such, Partner acknowledges that Databank may request that given opportunities with applicable SPIF be considered ICB engagements, and prior to contract execution are required to be approved for SPIF by DataBank at its sole discretion.

Databank reserves the right to claw back SPIF payments for the following:

1. End-client nonpayment of services
2. Early contract termination by end-client