

Ignite *the* Light SPIFF

2X
MRR

3X
MRR

Minimum Term Requirement:

3 Years

MAX Payout:

\$15K

One-time payment upon customer service installation.

- / No renewals or upgrades qualify for spiff
- / Minimum MRR to qualify = \$600
- / Only for Lit services
- / Only applies to MRR, no spiff on NRC/NRRs
- / Cannot combine offers

(Partner will receive one or the other payout. FiberLight will pay out the higher spiff if it falls in a situation where both could apply.)

These one-time payouts are exclusive to New FiberLight End-User Customers (defined below) or current FiberLight Customers who are adding a new location for Service and are paid upon FBL's sole discretion. New FiberLight End-User Customers are defined as a Customer who (i) is initiating Services (defined below) with FiberLight for the first-time, or (ii) formerly was a FiberLight Customer but terminated all Services with FiberLight and is initiating Service with FiberLight again. All Service orders must be classified as "Closed Won" in FiberLight's Salesforce.com to be eligible for payment. Notwithstanding, payment and New FiberLight End-User Customers classification shall be at FiberLight's sole and absolute discretion. FiberLight reserves the right to terminate this program at any time without notice. This offer will apply for a limited period of time, beginning July 1, 2024 and expiring on December 31, 2024.