



# Fast Track SPIF

Partner with Flexential to provide colocation, cloud and data protection services to your customers and earn 1X MRR on any new logo deal.

**BONUS: Earn up to 2X MRR at specific colocation sites!**

## Eligibility Details

### Colocation SPIF:

SPIF payments for colocation services are only eligible at the following data centers:

- Receive **1X MRR** at these sites:
  - Denver--Cornell, Nashville, Las Vegas, Salt Lake City, Charlotte, and Cincinnati
- Receive **2X MRR** at these sites:
  - Dallas—Richardson, Atlanta—Norcross, Tampa, and Philadelphia—Collegeville

Qualification Criteria: To qualify, colocation deals must be less than 250KW.

### Cloud and Data Protection SPIF:

SPIF payments for cloud and data protection services are eligible at any data center location.

## Terms and Conditions

- Opportunities must be submitted and accepted through the Partner Portal ([partners.flexential.com](https://partners.flexential.com))
- New Logos only
- SPIF payment excludes any Flexential Professional Services/NRC/ one-time payments
- Opportunities must be created on or after 7/1/2023 and closed by 12/31/2024
- Must be a minimum of 24-month term to qualify
- Total maximum SPIF payout is capped at \$50K per deal
- Payment will be made the month following receipt of the first payment by the customer

*Flexential reserves the right to discontinue SPIF at any time. SPIF may need to be negotiated if special pricing is required to win a deal.*