

# New Logo SPIFF

for each New Megaport customer who purchases their first “Access Service” on at least a 12 Month Term prior to December 31, 2024.

**\$1,000 per New Logo**

## How to become eligible for the New Logo SPIFF?

1. You need to submit your “Lead” through our Deal Registration Form
  - o [Agents@Megaport.com](mailto:Agents@Megaport.com) or Online Form (<https://www.megaport.com/partners/agents/>)
2. Megaport will acknowledge by sharing results from Existing Customer and Channel Conflict review.
3. You must introduce Megaport Sales Executive (SE) into the Customer Account.
4. Megaport will officially accept your “Lead Registration” upon the Megaport SE Engagement.
5. You are now eligible for the *\$1,000 New Logo SPIFF*.

For questions, please reach out to [Agents@Megaport.com](mailto:Agents@Megaport.com).

Terms: Offer valid for New-to-Megaport customers who order a Port, Megaport Cloud Router (MCR), or Megaport Virtual Edge (MVE) on at least a 12 Month Term. Lead must have been registered, approved, and accepted by Megaport Channel Account Manager. Payment will be made after first Customer payment. Customer must order services prior to December 31, 2024.

# Data Center Interconnect SPIFF

for Megaport Data Center Interconnect (DCI) Services purchased on 12 Month, 24 Month, or 36 Month Term from July 1, 2024 and December 31, 2024 on New Logo and Existing Customers (previously referred by Partner).

**\$815 per 10G DCI -or- \$2,725 per 100G DCI**

## How to qualify for the “DCI” SPIFF?

1. You must submit your “Lead” through our formal Deal Registration process.
  - o [Agents@Megaport.com](mailto:Agents@Megaport.com) or Online Form (<https://www.megaport.com/partners/agents/>)
2. Megaport shares results from Channel or Partner Conflict review for “Approval.”
3. You pull Megaport Sales Executive (SE) into the Customer Opportunity.
4. Megaport will officially accept your “Lead Registration” upon the Megaport SE Engagement with the Customer.
5. Megaport SE will prepare a 10G or 100G DCI quote on 12 Month, 24 Month, or 36 Month Terms with you and the Customer
6. Megaport Services will be eligible for the SPIFF once the Customer provisions.

For questions, please reach out to [Agents@Megaport.com](mailto:Agents@Megaport.com).

**Terms:** Offer valid 10G or 100G Data Center Interconnect (DCI) on a 12 Month, 24 Month, or 36 Month Term. Lead must have been registered, approved, and accepted by Megaport Channel Account Manager. Partner eligible for SPIFF on New Logos and Existing Customer. Reseller account do not apply. SPIFF Payment made to TSD for pass-through based on Customer payment. Customer must order services prior to December 31, 2024.