

Get cash for  
the holidays!

**Earn 3x  
on all Ooma  
services.**

Applies to MRR  
for all 3YR deals for  
AirDial, Hospitality,  
UCaaS, SIP,  
and Teams.

**Bonus**

**Ooma AirDial®**  
POTS Replacement

**+1x**

for 3YR deals  
251 - 1000 lines

**+2x**

for 3YR deals  
1001+ lines

**Bonus**

**UCaaS**

**+3x**

on 3YR deals  
50+ seats

**1x Bonus**

for first deal for partners

**1x Bonus**

for 5YR deals

## Terms & Conditions

1. SPIFF is for NEW Ooma customers only, effective for deals closed between November 1 - January 31, 2025.
2. Requires 36-month term length. Additional 1X Bonus for 60-month (5YR) term length deal.
3. SPIFFs are paid out on the following partner commission cycle after the customer's first invoice. If the customer activation is multi-location, ramp deployment, or other delayed billing, SPIFFs will be paid at a pro-rated amount based on percentage of customer billings. SPIFF amount is calculated based on invoiced and commissionable MRR.
4. New deals requiring ICB pricing with special customer terms, including but not limited to discounted licenses, hardware or professional services, delayed billing, reduced margin, and customer credits are subject to review and, in Ooma's sole discretion, may have a reduced SPIFF payout.
5. SPIFF awards with payouts greater than \$100,000 must be approved by Ooma *before* the deals are closed and are subject to installment payments.
6. SPIFF awards are subject to pro-rated chargeback if the customer cancels 25% or more of the original order within 6 months of the original signed quote/order date. Chargebacks will also be applicable for customer non-payment of invoices.
7. SPIFF award payouts apply only to services that are deployed and for which billing has begun within twelve (12) months of order submission. No SPIFF will be paid for services deployed or billed after twelve (12) months.
8. Stackable 1X for first deal for new partner is defined as a partner that has not previously closed a deal with Ooma.
9. Circuits are not eligible for SPIFF offer.
10. 3rd party solutions are only eligible for 1x on 1 year and 3x on 3 year deals.