



COMPENSATION FLASH

Partner Teaming Activation Spiff

70_MANUAL_REVIEW

Participation Type	National Distribution Partners		
Market Participation	All		
Period Offered	January 1, 2024 - ongoing		
Product Type for Payment	Spiff Amount	Spiff Charge Back	Residual Commission
TFB Direct Led and Partner Generated SMB, Enterprise, and Strategic Activations	3 X Total MRC	Spiff Amount Paid/ 120 Days	10% Total MRC for 46 Months*
Government Activations	2 X Total MRC	Spiff Amount Paid/ 120 Days	10% Total MRC for 46 Months*
Control Center Activations	5 X Total MRC	Spiff Amount Paid/ 120 Days	None

*Partner may be eligible for a 48 Month Residual Period subject to the requirements below.

Business Rules

- The terms and conditions of your T-Mobile for Business National Distribution Agreement apply to this Spiff. Capitalized terms not otherwise defined have the meaning specified in your Agreement.
- Partner means Distributor as defined in your Agreement.
- The Partner Teaming Program applies only to Corporate Liabe (CL) Subscribers. All end users must be full or part time employees of Subscriber.
- A Partner Teaming Program number for an approved Partner Generated Opportunity or TFB Direct Led Opportunity is required.
- Control Center Activations must be pre-approved and assigned a Partner Teaming Program number to be eligible. Contact your National Account Executive (NAM) / Channel Partner Account Executive (CAM) to request approval.
- Control Center Activations must be in Active State to be eligible for Activation Compensation. Ready to deploy (aka IoT Packaged Products) including without limitation, Spireon, My Devices, and Smart Video Analytics are not eligible for Control Center Spiffs.
- Partner must submit funnels to claim Activations completed in the Activation month. Partner funnel submissions for Partner Teaming Activations must be submitted during the month of Activation or within 2 months after the month of Activation.
- Spiff and Residual Commissions are calculated using the Eligible Rate Plan Total MRC less any applicable discounts. Total MRC for Mobile Internet Rate Plans is less the voice line pairing discount.
- Partner can increase the maximum Residual Period for a Partner Teaming Activation to 48 months if the Partner claims the Activation in the current month. The Activation must be submitted in the funnel with complete and accurate information to be eligible. Example: Partner Teaming Activation occurs on Oct 2nd. Partner claims the line in the October funnel. Partner's Residual Period is 48 months.
- Residual Commissions will cease when a Subscriber's account is terminated, suspended, or canceled for any reason. Refer to your Agreement, including without limitation, Section 3.3.2 of Exhibit A, for all terms related to payment and eligibility for Residual Commissions.
- Lines of Service moved to temporary suspend status within the same calendar month of the Activation Date ("Temporary Suspend") will use the date the line of Service is removed from Temporary Suspend ("Reactivation Date") in place of the Activation Date for calculation of the Spiff and the Residual Commissions Commencement Date. Unless otherwise noted, the Reactivation Date must occur during the Period Offered to be eligible for this Spiff.
- Partner provided non-stock devices and T-Mobile devices provided as part of a Partner Generated Opportunity are eligible. Partner may not use T-Mobile Implementation Resources or suppliers for staging & kitting of non-stock devices.
- T-Mobile devices provided as part of a TFB Direct Led Opportunity must include Approved Software to be eligible.
- HSI (business internet) custom installation of T-Mobile stock devices must have TFB Solution Engineer approval and Partner must provide an invoice and a statement of work to be eligible for this Spiff.
- Accessories and ineligible devices are excluded. Refer to the Requirements document listed on the Partner Portal.
- Only one Partner can be compensated per deal (no splits between Partners).



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- Partner will ensure and T-Mobile has the right to validate that a Sub-Agent has provided the Partner Teaming Offering to the Subscriber. T-Mobile is not required to pay Compensation, or may Charge Back Compensation paid to Distributor, if Sub-Agent fails to provide the Partner Teaming Offering as agreed.
- Unless specifically stated in a separate CAP, Partner Teaming Activation Spiff cannot be combined with any other Spiff.
- Refer to Exhibit A in your Agreement for commissions reconciliation and timing. Route Commissions Disputes to your NAM/CAM and Compensation Analyst for evaluation. Attach the original Partner Teaming approval email for all Commissions Disputes.
- This Spiff is subject to change at any time, which may be delivered by Flash or other electronic means.

Supplemental Definitions:

- Active State. Period after the Test Ready Phase when a Control Center Activation is transmitting data and Subscriber is charged for Wireless Service and Partner is eligible to receive Activation Compensation
- Approved Software. Any named software and/or license not sold or billed directly by T-Mobile.
- Partner Generated Opportunity. A Partner Teaming Program sales opportunity submitted by Distributor, or an approved Sub-Agent, in the Partner Portal and assigned to a T-Mobile representative for the sale of Wireless Service.
- Partner Teaming Activation. Any Activation that resulted from a TFB Direct Led Opportunity or Partner Generated Opportunity.
- Partner Teaming Offering. All software, applications and related maintenance, Equipment or other services or offerings by Distributor to its customers excluding Wireless Service
- Partner Teaming Program. Sales motion where an approved Sub-Agent works jointly with Distributor and T-Mobile to provide T-Mobile Service and a Sub-Agent's Partner Teaming Offering to a T-Mobile Subscriber.
- Residual Commissions Commencement Date. The month after the Activation was submitted to DCS for payout.
- Residual Period. The maximum number of months that Distributor is eligible to receive Residual Commissions.
- Test Ready Phase. Period after a Control Center Activation where data transfer is tested and Subscriber is not charged for Wireless Service.
- TFB Direct Led Opportunity. A Partner Teaming Program sales opportunity identified by a T-Mobile sales employee that requires Partner Teaming Offerings not available directly from T-Mobile.