



Between now and December 31, 2024, the top five RingCentral Reach partners that sell the most to customers between **1 and 99** employees will win:

\$50,000
1st

\$25,000

2nd

\$15,000

3rd

\$7,500

4th

\$2,500

5th

Questions? Contact your RingCentral Partner Manager for more information.

*terms and conditions apply

SMB Revenue Incentive

Terms and conditions apply: Offer valid July 1, 2024 – December 31, 2024 (the **"Incentive Period"**). In order to participate in this SMB Revenue Incentive (**"Incentive Program"**), you must be an active Partner on file with RingCentral (as determined by RingCentral in its sole discretion), based in the United States or Canada, with a direct partner agreement with RingCentral or as a sub-Partner to a master agent, master broker, or multi-tier reseller (collectively, **"Master Partner"**) who has a partner agreement with RingCentral. To the extent permitted by applicable law, RingCentral will award a prize (as set forth below) to each of the five Partners, or their Master Partners, who during the Incentive Period generate the most aggregate monthly recurring revenue, as recognized by RingCentral, (**"Monthly RC Revenue"**) from Incentivized Sales (each such Partner, an **"Overall Winner"**), subject to each Overall Winner generating at least the Minimum Threshold of aggregate Monthly RC Revenue for the applicable prize. An **"Incentivized Sale"** is a Qualified Sale during the Incentive Period to a net new Small Business Customer registered and activated during the Incentive Period for 1-99 units of a Service. **"Small Business"** is defined as a business with 1-99 employees, as determined by RingCentral in its sole discretion. Demo sales, discounted sales for Partner's internal use, and resale transactions do not qualify for this Incentive Program. RingCentral will pay amounts under this Incentive Program on or around 90 days after the Incentive Period ends. If 1) an Incentivized Sale is canceled, in whole or in part, (a) before RingCentral actually receives payment in full of at least six months' subscription fees (**"Minimum Subscription Fees"**) for the cancelled units of a Service sold as part of such Incentivized Sale or in a manner requiring RingCentral to provide a refund of any portion of the Minimum Subscription Fees already paid to RingCentral or (b) during the applicable full refund or money-back guarantee period, or 2) RingCentral otherwise does not receive the Minimum Subscription Fees, then in each case, such Incentivized Sale will be disqualified from the Incentive Program (**"Disqualified Sale"**). RingCentral will not include Monthly RC Revenue from Disqualified Sales when determining Overall Winners, and Overall Winners may change due to a Disqualified Sale arising after the Incentive Period. If there is a change to Overall Winners, RingCentral shall be entitled to a refund equal to the full value of any prize paid to a Partner who has received an Overall Winner prize that such Partner is no longer entitled to. Each capitalized term used herein but not otherwise defined has its respective meaning given in your (or your Master Broker's) partner agreement with RingCentral (the **"Partner Agreement"**). Except as expressly provided herein, the terms of the Partner Agreement and the [RingCentral Channel Partner Terms](#) govern this Incentive Program. RingCentral reserves the right to modify or end this Incentive Program at any time.

Prizes:

Prize values are in USD. The Partner who generates the most aggregate Monthly RC Revenue will receive the first prize below. The Partner who generates the second most aggregate Monthly RC Revenue will receive the second prize below, and so on. In the case of a tie, the total number of Incentivized Sales closed by a Partner will be used to rank the tying Partners. The **"Minimum Threshold"** for each prize is \$5,000 in aggregate Monthly RC Revenue.

1. \$50,000
2. \$25,000
3. \$15,000
4. \$7,500
5. \$2,500

Notice of Prize or Bonus Eligibility:

Upon notification of winning, each Overall Winner (collectively, **"Winners"**) will have five (5) business days to claim the bonus or prize, as instructed by RingCentral. If RingCentral does not receive such claim from a Winner (or later substitute Winner), RingCentral reserves the right to disqualify the Winner and select a substitute Winner at its sole discretion. RingCentral is not responsible for and shall not be liable for late, lost, misdirected, or unsuccessful efforts to notify Winners. RingCentral reserves the right to verify the identity and accuracy of submitted information of a Winner and all relevant related parties prior to awarding a prize or bonus.

Taxes:

ALL FEDERAL, STATE, PROVINCIAL AND LOCAL TAXES, WHETHER LEVIED IN THE UNITED STATES OR ELSEWHERE ASSOCIATED WITH THE RECEIPT OR USE OF ANY PRIZE ARE SOLELY THE RESPONSIBILITY OF THE PRIZE RECIPIENT. In order to claim a prize, Partner may be required to complete (i) an affidavit or declaration of eligibility, liability, and publicity release and (ii) tax form in the United States, as applicable. Partner must sign and return such forms to RingCentral within seven (7) days of being notified by RingCentral of such requirement, or the Partner's prize or bonus may be voided in RingCentral's sole discretion. The prize or bonus value may be treated as ordinary income to the recipient for income tax purposes. Incidental expenses and all other costs and expenses which are not specifically listed as part of a prize or bonus in these terms and which may be associated with the award or the acceptance, receipt, and use of all or any portion of the awarded prize or bonus are solely the responsibility of the respective recipient.

Disclaimer and Limit of Liability:

TO THE FULLEST EXTENT PERMITTED BY LAW, RINGCENTRAL MAKES NO REPRESENTATIONS OR WARRANTIES OF ANY KIND, EXPRESS OR IMPLIED, REGARDING ANY PRIZE, BONUS, OR YOUR PARTICIPATION IN THE INCENTIVE PROGRAM. BY ENTERING THE INCENTIVE PROGRAM OR RECEIVING ANY PRIZE OR BONUS, EACH PARTNER AND/OR WINNER AGREES TO RELEASE AND HOLD HARMLESS RINGCENTRAL AND ITS AFFILIATES (COLLECTIVELY, THE **"RELEASED PARTIES"**) FROM ANY AND AGAINST ANY CLAIM OR CAUSE OF ACTION, INCLUDING, BUT NOT LIMITED TO, PERSONAL INJURY, DEATH, OR DAMAGE TO OR LOSS OF PROPERTY, ARISING OUT OF PARTICIPATION IN THE INCENTIVE PROGRAM OR RECEIPT OR USE OR MISUSE OF ANY PRIZE. THE RELEASED PARTIES ARE NOT RESPONSIBLE FOR: (1) ANY INCORRECT OR INACCURATE INFORMATION, WHETHER CAUSED BY PARTNERS, PRINTING ERRORS, OR BY ANY OF THE EQUIPMENT OR PROGRAMMING ASSOCIATED WITH OR UTILIZED IN THE INCENTIVE PROGRAM; (2) TECHNICAL FAILURES OF ANY KIND, INCLUDING, BUT NOT LIMITED TO MALFUNCTIONS, INTERRUPTIONS, OR DISCONNECTIONS IN PHONE LINES OR NETWORK HARDWARE OR SOFTWARE; (3) UNAUTHORIZED HUMAN INTERVENTION IN ANY PART OF THE INCENTIVE PROGRAM; (4) TECHNICAL OR HUMAN ERROR WHICH MAY OCCUR IN THE ADMINISTRATION OF THE INCENTIVE PROGRAM; OR (5) ANY INJURY OR DAMAGE TO PERSONS OR PROPERTY WHICH MAY BE CAUSED, DIRECTLY OR INDIRECTLY, IN WHOLE OR IN PART, FROM PARTNER'S PARTICIPATION IN THE INCENTIVE PROGRAM OR RECEIPT OR USE OR MISUSE OF ANY PRIZE OR BONUS.

IN NO EVENT SHALL RINGCENTRAL BE LIABLE TO ANY PARTNER OR ANY THIRD PARTY FOR SPECIAL, INDIRECT, INCIDENTAL, OR CONSEQUENTIAL DAMAGES WHETHER ARISING UNDER CONTRACT, WARRANTY, TORT (INCLUDING NEGLIGENCE OR STRICT LIABILITY), OR ANY OTHER THEORY OF LIABILITY. RINGCENTRAL'S TOTAL LIABILITY FOR ANY AND ALL DAMAGES, REGARDLESS OF THE FORM OF THE ACTION, SHALL BE LIMITED AND CAPPED IN THEIR ENTIRETY TO THE CASH VALUE OF THE FIRST PRIZE. THE LIMITATION OF LIABILITY REFLECTS THE ALLOCATION OF RISK BETWEEN THE PARTIES.