



SEMTECH®

BROADBAND ACCESS SPIFF

AUGUST - DECEMBER 2024

Master Agent Channel SPIFF

Broadband Access SPIFF

Payout

- 2xMRC for a New Customers, New Circuits! (August – December 2024)

Deal Requirements

- New Logo Customers for Broadband Access
 - New Logo is any new Broadband Access customer who did not have Broadband Access service prior to 8/1/2024
- Minimum Term: 1 years
- Circuits must be activated between August 1st and December 31st, 2024

Details

- \$5K maximum payout for any one new logo customer
 - New logo customer = named customer that is not in existence as a Broadband Access customer as of July 1, 2024
- New logos will be paid as new for any circuit activated on the first closed opportunity within the SPIFF program period
 - Subsequent opportunities will be considered add-ons and are not eligible for SPIFF consideration.
- Payment will be calculated and paid as part of the standard commissions process after each quarter close
- Min. MRC requirement \$500 (sum of circuits under one single logo on initial opportunity)
- New Logos will be paid as new for any site activated by 12/31/2024
- Special pricing deals excluded from SPIFF program (unless approved in writing by Semtech)
- Semtech reserves right to modify program at any time

THANK YOU
