



# Q4 Promo 1X Spiff on ALL opportunities!

All opportunities marked Closed/Won from October 1, 2024, to December 31, 2024, will receive the 1X Spiff one time payout up to 10,000.00 per billing customer

## DETAILS:

- New logo only
- On Net/ Near Net locations Only
- Minimum 36 mo contract term
- Terms and conditions apply
- Incentive period: Opportunities "Closed won" from October 1 to December 31, 2024



[syringanetworks.net](https://syringanetworks.net)



# Terms & Conditions

## Eligibility:

The Incentive is open to Eligible Participants, defined as channel partners who have active Partner Program Agreements with Telarus.

## Incentive Details:

- Eligible Participants can receive a one-time payout equal to 1x MRC of the opportunity for each Qualified Sale to a new logo customer, with a maximum payout of \$10,000 per billing customer, subject to the limitations contained herein.
- The Incentive applies only to new Qualified Sales of Eligible Products, which must be:
  - Marked "Closed Won" during the Incentive Period.
  - To new logo customers.

## Definitions:

- **Eligible Participants:** Channel partners with active agreements with Telarus or its affiliates and their sub-agent business entities.
- **Eligible Products:** Products and services provided by Syringa (DIA, EVPL On Net/Near Net), available for sale on the Syringa Channel Services profile with Telarus.
- **Incentive Period:** July 1, 2024, to September 30, 2024
- **New Logo Customer:** A customer with no historical sales and no historical revenue according to Syringa records.
- **Qualified Sale:** A sale of Eligible Product(s) in accordance with the channel partner's agreement with Telarus, with a term of at least three years (36 mo)

## Additional Terms:

- Standard ordering processes apply.
- The Incentive can be applied once per billing customer during the Incentive Period. Standard commission rates apply in addition to the Incentive.
- Payout is based on the MRC stated in a valid customer signed order that is deemed a Qualified Sale and accepted by Syringa.
- All orders included in the original deal/opportunity for any Eligible Product(s) will contribute towards the Incentive requirements. Orders for Eligible Products associated with subsequent deals/opportunities will not be considered.
- Incentive payouts will be made at the partner level through the regular commission process, approximately 45 days after a Qualified Sale for an Eligible Product is installed.
- Syringa may modify, suspend, amend, or terminate the Incentive at any time without prior notice to, or consent of, Eligible Participants. Syringa reserves the right to change the payout structure and/or criteria of the Incentive.
- Incentive disputes will be considered on a case-by-case basis. All disputes must be submitted within 120 days of the Salesforce "Closed Won" date. Disputes submitted after 120 days will not be considered.
- Any liability for federal, state, or other taxes related to the Incentive is the sole responsibility of the Eligible Participants. Syringa is not responsible for the payment of any such taxes.
- Syringa will review all submitted orders to ensure Incentive criteria have been met before awarding payouts.
- Syringa reserves the right to end, modify, or deny any claim for a payout under this Incentive, including denying any Incentive submission that does not satisfy the terms of the Incentive.
- Orders that are cancelled within 6 months of installation will not qualify for the Incentive, and Syringa may recover Incentive payouts associated with such orders by offsetting against the channel partner's normal commissions through Telarus.
- Syringa reserves the right to review all Qualified Sales for which Eligible Participants received an Incentive payout under this Incentive for 24 months from the service installation date to verify that the MRC requirement for such Qualified Sale is met. If not, Syringa may recover any Incentive paid by offsetting against the channel partner's normal commissions through Telarus.
- Void where prohibited.
- Check the Syringa Channel Partner Portal regularly for updates to the Incentive.
- Except as expressly noted within the terms of another Syringa incentive program, this Incentive may be combined with other incentives offered by Syringa.
- This Incentive will apply to Channel Integrated ("CIE") and non-channel integrated ("NCI") opportunities.