

DECEMBER

UNLOCK THE VAULT

2024 PARTNER
SPIFFS

ASK YOUR
TSD ABOUT
**INCREASED
RESIDUALS
ON ELIGIBLE
BUSINESS
INTERNET
CLOSED/WON
OPPORTUNITIES**



1X
MRR
AT&T
CIRCUITS

(ADI/ASE) SOLD WITH
MANAGED SERVICES

NEW OR EXISTING CUSTOMERS

SPIFF program effective for eligible sales closed between 12/1/24 and 12/31/24 (signed/dated and closed/won in TPx systems) New customer is defined as contracted business with no existing services from TPx • AT&T Circuit must be sold with eligible Managed Services, unless Channel SVP has provided prior written approval • Max payout is \$100k per customer, per product • 3-yr minimum term to qualify • Excludes reconfigs, renewals, upgrades, and moves • All sales requiring special pricing (NSR) are not eligible, except with prior written approval from Channel SVP • SPIFFs calculated and paid after installation • SPIFFs paid on first commission cycle once customer has been billed • Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change the program without notice

