



SPIF

Join a New Era of Growth

From November 1, 2024 - January 31, 2025, close a net new opportunity to earn up to \$250,000!

Zoom Up Program Level

Platinum, Gold, Silver ¹

10X MRR

“The Whole Stack” ²

*3+ year contract (36+ months)
annual prepay*

6X MRR

**Zoom Phone or Zoom
Customer Experience (ZCX)**

*3+ year contract (36+ months)
annual prepay*

4X MRR

**Zoom Phone or Zoom
Customer Experience (ZCX)**

*2+ year contract (24+ months)
annual prepay or monthly payment*

[Visit full terms & conditions](#)

[Zoom Partner Portal](#)

Terms and conditions apply. (1) Partners that are Enrolled-level in the Zoom Up Partner Program qualify for half the SPIF X-factor: 5X, 3X, and 2X respectively. (2) “The Whole Stack” includes Zoom Workplace with Phone, ZCX, Zoom Revenue Accelerator, and Workvivo. See the full terms and conditions for minimum requirements.

Q4FY25 SPIF Promotion Flyer - November 2024

Overview - see T&Cs for further details

SPIF Eligibility Requirements:

- Customer must be net new; deal must be approved for full Deal Registration
- Sales must include ZP or ZCC
- MRR must increase as a result of the upsell, and SPIF is calculated on net MRR on qualifying product lines
- Deal must close between November 1, 2024 and January 31, 2025

The following are not eligible for any SPIF:

- Bill on Behalf
- Any EDU SKUs
- Deals where combined discount including free period and credit in lieu is >50%
- Partner Assist deals
- Accounts where any previous ZP or ZCC have already been sold

Additional requirements for “The Whole Stack” 10X SPIF:

- Minimum net \$5,000 MRR
- Deal must include ALL of the following products:
 - Zoom Workplace Bundle that includes Zoom Phone
 - Zoom Customer Experience (ZCX)
 - Workvivo
 - Zoom Revenue Accelerator
- Minimum license count required for each product sold:
 - ZCX must be at least 10% of the total license count;
 - ZRA must be at least 10% of the total license count;
 - Zoom Workplace must be at least 20% of the total license count;
 - Zoom Workvivo must be at least 20% of the total license count

Maximum SPIF payout is \$250,000

SPIF pays on first order only; subsequent orders to the same customer are not SPIF-eligible

Partners at Enrolled Level receive 50% of the medal level partner SPIF value