

:talkdesk®

**3x SPIFF
for partners!**



Talkdesk is excited to announce a Q4 promotion for channel partners! Effective November 1, 2024, partners can earn 3x commissions on qualified opportunities through January 31, 2025!

- Eligible opportunities will qualify for a one-time payout based on the average MRR of Talkdesk core + Talkdesk add-on licenses and Talkdesk bundles.
- Cloud Distributor partners must register an approved opportunity through the Talkdesk partner portal.
- A 36-month term contract is required and the SPIFF applies to new logos and initial contract commitments.
- Demo must be scheduled within 30 days of accepted deal registration.
- Deals must be closed by January 31 to be eligible for the following:
10+ Talkdesk core licenses or named/contracted bundles = **3x SPIFF** (MAX \$100K).

Terms & conditions

- Minimum 36 month term.
- New logo opportunities only.
- Opportunity must be registered, approved, and accepted through the Talkdesk partner portal to qualify.
- Eligible only on the initial contract commitment signed by the customer (no expansions, cross-sells, add-on contracts, or renewals).
- Paid as a multiplier of the average MRR for the Talkdesk services.
- Qualifying Products include Talkdesk core licenses, Talkdesk add-ons, and Talkdesk bundles. Excludes xConnect, AppConnect products, and Usage (telco charges & product usage).
- Minimum Talkdesk core license seat count of 10.
- Standard rules of engagement and payment of commissions under current partner agreement apply.
- SPIFFs will be paid when paid services begin and customer payment is received by Talkdesk.
- SPIFFs will be paid upfront upon Talkdesk receipt of 1st payment from the customer.
- Should the customer cancel service within six months of acceptance by Talkdesk, SPIFF paid to the Partner will be assessed a charge-back.
- Talkdesk reserves the right in its sole discretion to modify this promotion at any time.
- Talkdesk reserves the right to reduce or negotiate the value of the spiff to be paid based on special pricing provided to the customer.
- SPIFF may not apply or may be capped for any transactions completed through AWS Marketplace. Partner should engage their Talkdesk Partner Manager/Director for any questions around spiffs for MP transactions.
- SPIFF is only applicable on partner sourced & registered/accepted opps, it is not applicable on any opportunity the partner is added to including PowerPlay opportunities.