



SAY "OUI" TO
PARIS

**WITH AIRESPRING'S
\$50K CHALLENGE**

Sell \$50K of New AireSpring MRC in Q1 2025 and Win a Trip to Paris!

L'HÔTEL DU COLLECTIONNEUR



10x

MRC
MS Teams
Direct Routing

Up to

6x

MRC
Voice / Cloud
Services

2x

MRC
Connectivity
Services & MPLS

2x

MRC
Managed
Security

2x

MRC
Managed
SD-WAN / SASE*

2x

MRC
POTS
REPLACEMENT

2x

MRC
for Wireless
WAN (WWAN)

AireSpring Terms and Conditions

Rev. 01.01.2025

CASH BONUS PROMOTION TERMS AND CONDITIONS

GENERAL RULES

The following terms and conditions apply to all cash bonuses.

- All Orders received on or after January 1, 2024– For all products and services, **there is a maximum payout of \$100,000 per customer**, regardless of the number of accounts, locations, or types of services, unless prior written approval is received from AireSpring's Special Pricing Dept.
- All Orders received prior to January 1, 2024 – For all products and services, **there is a maximum payout of \$25,000 per customer**, regardless of the number of accounts, locations, or types of services, unless prior written approval is received from AireSpring Special Pricing Dept.
- A 1-year minimum term is required to qualify for any cash bonus.
- For the partner to qualify for the bonus, the customer must be credit approved, have the entirety of services ordered fully activated/turned-up and billing, be current on all bills, have no delinquencies or bad debt, and be in compliance with the terms of their contract for service.
- For those orders which are fully qualified as of the close of a billing cycle, cash bonus payments are made in a single payment within 30 days of the month end of the applicable billing cycle date, and is calculated on the billed amount of applicable services as described below which are billed on customer's second month of billing (first full month). All Long-Distance Services are excluded from this calculation method and are paid as described below.
- All Cash Bonuses for Long Distance Services will be split into two equal payments. The first payment will be made within 30 days of the statement closing date of customer's 2nd month of billing. The second payment will be made within 30 days of the statement closing date of customer's 13th month of billing.
- All Spiffs are calculated and paid solely on the basis that customer completes the entirety of their contractually committed term with Airespring. If at any time prior to the completion of the term upon which a spiff has been paid, the customer cancels all or a portion of their service for any reason, regardless if such cancellation, disconnection or partial reduction is the responsibility/fault of customer, carrier, partner, or Airespring, or for any reason there is a reduction in the amount of the Usage or Monthly Recurring Charges that were utilized in calculating the spiff, including if customer is disconnected for nonpayment, AireSpring will charge back to the partner the pro-rated portion of the bonus previously issued to recoup the amount of revenue that was not realized by Airespring.
- Cash bonuses are calculated only on 1) Connectivity ports 2) Wireless WAN ports 3) Voice seats, trunks, and lines 4) SD-WAN, Security and SASE services and 5) POTs Replacement. All other MRC and NRC charges are excluded. Exclusions include, but are not limited to, all Loops, non-commissionable equipment, additional charges, and usage bundles. For Long Distance orders only, bonuses on the usage portion of Long-Distance Services will be calculated as stated in the Long-Distance Services Section.
- Standard retail pricing must be used. Any non-standard special pricing will not qualify for the bonus unless specifically stated in writing from AireSpring.
- Cash bonuses are for retail business and enterprise accounts only. Wholesale, resale, and non-retail accounts are not eligible for any cash bonus commissions.
- AireSpring reserves the right to verify that all orders conform to the intent and guidelines of this promotion.
- Partner must notify AireSpring by email to commissions@airespring.com within 3 months after customer start of service date of any cash bonus/commission payment issues or partner will forfeit such bonus. In the event a particular promotion does not provide for full payment upon customer start of service date, then the partner must notify AireSpring within 3 months of scheduled payment date.