



SEMTECH®

BROADBAND ACCESS SPIFF

FEBRUARY – MAY 2024

Master Agent Channel SPIFF

Broadband Access SPIFF

Payout

- **3x MRC** for a New Customers, New Circuits! (February - May 2025)

Deal Requirements

- New Logo Customers for Broadband Access
 - New Logo is any new Broadband Access customer who did not have Broadband Access service prior to 01/31/2025
- Minimum Term: 1 years
- Circuits must be activated between February 1st and May 31st, 2025

Details

- \$5K maximum payout for any one new logo customer
 - New logo customer = named customer that is not in existence as a Broadband Access customer as of January 31st, 2025
- New logos will be paid as new for any circuit activated on the first two closed opportunities within the SPIFF program period
 - Subsequent opportunities (beyond the first two) will be considered add-ons and are not eligible for SPIFF consideration.
- Payment will be calculated and paid as part of the standard commissions process after each quarter close
- Min. MRC requirement \$500 (sum of circuits under one single logo on initial opportunity)
- Special pricing deals excluded from SPIFF program (unless approved in writing by Semtech)
- Semtech reserves right to modify program at any time

THANK YOU
