



GET WHAT YOU REALLY WANT THIS SUMMER

Get a gift certificate with a top luxury brand or the driving experience of your life.

All partners who bring in the following amounts of new MRC business to AireSpring during Q2 2025 will receive their choice of a gift certificate (or the cash equivalent) from

- The PGA Tour Super Store, Chanel, or Xtreme Xperience.

Bring AireSpring

- \$25K+ in new MRC sales > Earn a \$2,500 gift card or \$2,500 cash
- \$50K+ in new MRC sales > Earn a \$5,000 gift card or \$5,000 cash
- \$100K+ in new MRC sales > Earn a \$10,000 gift card or \$10,000 cash



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)

*Terms and Conditions [click here](#)

www.airespring.com | 888.389.2899 | sales@airespring.com

For more information please contact Telarus at [\(801\) 790-4902](tel:8017904902) or marketing@telarus.com

FOLLOW US ON



AT&T Partner Exchange
Solution Provider
Platinum Elite

AireSpring Terms and Conditions

Rev. 06.01.2025

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.

CONNECTIVITY AND WIRELESS WAN

- Port MRC's Only

1 Year Term: 50%
2 Year Term: 100%
3 Year Term: 200%

SD-WAN, SASE & SECURITY SERVICES

1 Year Term: 50%
2 Year Term: 100%
3 Year Term: 200%

***Note:** Cato Cash Bonuses do not apply to Cato Hardware and some Cato Services

CLOUD AND VOICE SERVICES

- Includes the following services:
 - AirePBX Cloud Business Phone System
 - Local SIP Trunking
 - Digital PRI/T1 Handoff
 - Analog Handoff
 - Microsoft Teams Direct Routing*

1 Year Term: 200%
2 Year Term: 400%
3 Year Term: 600%

Cloud/Voice Bonuses apply only to Seats, Trunks and Lines and do not apply to any optional features or services including but not limited to automatic Call Recording and standalone AireFAX.

Special promo for Jan 1, 2025 through December 31, 2025 only. 10X MRC on 3 year Term on Microsoft Teams Direct Routing.

XCAAS BY 8X8

1 Year Term: 100%
2 Year Term: 200%
3 Year Term: 400%

AT&T POTS REPLACEMENT

2 Year Term: 100%
3 Year Term: 200%

LONG DISTANCE VOICE SERVICES

- Long Distance SIP Trunking and AireSpring Network Dedicated Voice Long Distance PRI/T1:
 - Partner is eligible for \$1,600 cash bonus (per every \$800 in Eligible Usage on the customer's 2nd month invoice or first full month of billing, whichever is later) with minimum usage commitment term of 12 months or more for Toll Free Services.
 - Partner is eligible for \$800 cash bonus (per every \$800 in Eligible Usage on the customer's 2nd month invoice or first full month of billing, whichever is later) with minimum usage commitment term of 12 months or more for Outbound Long Distance and DID Services.
- All cash bonuses for LD Usage will be split into two equal payments. The second payment will be made within 45 days of customer's 13th month of service.
- If customer's average billing for the period of the term agreement was less than \$800 per month, a pro-rated chargeback will be applied to partner's commissions.
- Eligible Usage is defined as 1+/outbound and toll-free long-distance calling (excluding taxes, surcharges, monthly recurring charges, directory assistance, and operator assisted or any other add on charges or fees).
- Wholesale LD accounts do not qualify.

ADDITIONAL TERMS SPECIFICALLY FOR RENEWALS AND MIGRATIONS

- All in-term migrations cannot utilize standard system generated pricing but must have pricing calculated and approved by AireSpring Special Pricing Dept.
- In order for partner to qualify for renewal/migration cash bonus, partner must be directly involved in signing customer for renewal/migration.
- Partner must notify AireSpring Channel Manager or AireSpring Customer Success Manager, in writing, of their intent to receive renewal/migration cash bonus prior to customer/partner submitting order to AireSpring.
- Partner may only receive full renewal/migration cash bonus, or a portion thereof, if customer has not or will not receive the full allowable renewal/migration cash bonus amount, including but not limited to:
 - Free Month/s required by Customer for Renewing/Upgrading
 - Early Termination Penalty (ETL) waivers given to Customer in return for Customer Renewing/Upgrading
 - Any other credit issued to Customer for Renewing/Upgrading

PARTNER CASH BONUS FOR RENEWAL

- The partner can take all Renewal/Migration Cash Bonus or split a portion of the Bonus with the customer.
- All Renewal start date is as follows:
 - If still in term: at the END of the current term
 - If out of term: at the date, the renewal order is ACCEPTED by AireSpring
- Bonus is paid to partner as per the terms and rules in the Applicable Monthly Promotion that were in effect at the time of the original order spiff payment. No short-term spiff incentives that may have been applied would be used in renewal spiff calculation.
- Renewal orders will be accepted within 6 months of the current contract end of term.
- No Retroactive Renewals will be accepted (no back dating of start dates).

IN-TERM MIGRATION

- Partner Bonus applies as stated above, except for the following:
 - Renewal Bonus will be reduced by the amount of Un-earned Bonuses previously paid.
 - Un-earned Bonuses are calculated by taking the remaining pro-rated portion of the original contract that is being cancelled/replaced and multiplying that percentage by the bonus previously paid on that contract (see example below).

EXAMPLE:

Migration Upgrade -			
10Mb Integrated Enterprise Local SIP - to 20Mb Integrated Enterprise Local SIP			
1 Year Remaining in Term			
Bonus Paid for Previous Order 3 Year Term:	\$	3,000.00	
Un-Earned Term: 1 Year		-33%	
Un-Earned Portion of Bonus Paid:	\$	(1,000.00)	
New Migration Upgrade/Sales Bonus			
NEW Bonus Plan for 3 Year Term:	\$	4,000.00	
Less - Un-earned Bonus:	\$	(1,000.00)	
Net Payment for Renewal/ Migration	\$	3,000.00	

AireSpring's Q2 2025 Get What you Really Want this Summer Promo

Terms & Conditions

April 1, 2025 – June 30, 2025

All aspects of AireSpring's Q2 2025 Get What You Really Want this Summer Promo are subject to all applicable laws and regulations. To be eligible for the award, all participants must agree to be bound by these Terms and Conditions, and participation constitutes acceptance of the terms and conditions contained herein.

All partners who bring AireSpring the following amounts of NEW MRC in Q2 2025 are eligible for their choice of gift card (or the cash equivalent) from the PGA Tour Super Store, or Chanel, or the Xtreme Xperience:

- \$25K+ in new MRC sales → Earn a \$2,500 gift card or \$2,500 cash bonus
- \$50K+ in new MRC sales → Earn a \$5,000 gift card or \$5,000 cash bonus
- \$100K+ in new MRC sales → Extra a \$10,000 gift card or \$10,000 cash bonus

Cash Award & Taxes

A W9 must be on file with AireSpring before any money can be paid.

Any liability for federal, state, or other taxes for AireSpring's "Q2 2025 Get What You Really Want This Summer" Promo will be the sole responsibility of the winner. AireSpring will not be responsible for payment of any such taxes.

Qualification Terms

- During the period April 1, 2025 – June 30, 2025, cumulative orders submitted to AireSpring under an individual agent ID that achieve a grand total of \$25,000, \$50,000 or \$100,000 in New MRC revenue will qualify for this promotion. Orders must be received by midnight Pacific Time June 30, 2025.
- Qualifying orders are subject to all general AireSpring terms and conditions. For orders to qualify for this challenge, the customer must be credit approved, the order must pass final AireSpring engineering approval and be submitted to the underlying carrier for service.
- New MRC revenue is based on the total MRC (Monthly Recurring Charge) Revenue for newly signed customer orders submitted by a registered AireSpring partner between April 1, 2025 and midnight June 30, 2025, Pacific Time.
- Qualifying New MRC revenue is determined by AireSpring's DAX CRM system.
- AireSpring reserves the right to verify that all orders conform to the intent and guidelines of this promotion.
- Any dispute as to whether or not an Order counts as a Qualifying Order shall be determined by AireSpring in its sole discretion.
- Qualifying partners must be a current AireSpring partner, in good standing with AireSpring at time of qualification per terms and conditions of the challenge.
- Qualifying participant agrees that AireSpring may, in any way AireSpring deems fit, and at AireSpring's sole discretion, use any winner's name and/or likeness for purposes of promotion or advertising. Quote from winning partner(s) will be required as well.
- Qualifying participants will be notified beginning July 2025 as eligible orders pass the terms and conditions of the promotion.
- Qualifying participant assures that acceptance of gift cards or cash does in no way violate any professional responsibilities that qualifying participant is obligated to uphold.
- The maximum amount payable under this promotion will be \$10,000 cash equivalent. For example, if the partner's eligible MRC Revenue during Q2 2025 is \$150,000, the amount of the cash equivalent will be \$10,000.
- Orders cannot be submitted under a master agent ID, only under the sub-agent's ID. Also, partners may not pool orders under a single Agent ID code. Any business found to have been submitted under another Agent ID code other than the actual producing Partner will be deemed ineligible.
- In the event a customer cancels an eligible service prior to the expiration of the contract term, AireSpring reserves the right to charge back Partner the bonus on a prorated basis. Partner authorizes all charge backs to be deducted from future commissions owed by AireSpring. In the event there are insufficient commissions to repay AireSpring, Partner will be directly liable for repayment of any such charge backs.