

2025 PARTNER INCENTIVE – JANUARY 1 TO JUNE 30, 2025

Be WANderful!

Crown Castle's SD-WAN and SASE Partner Incentive

Earn 1X MRR for contracted SD-WAN and/or SASE sales through June 30, 2025.

How it works.

Work with your Channel Manager to earn 1X MRR for contracted SD-WAN and/or SASE sales, to be paid within 60 days of initial billing.

Rules to keep in mind.

- › Limited to new orders for SD-WAN & SASE solutions only.
- › Minimum customer contract term for all aggregate services is 36 months.
- › This incentive cannot be combined with any other partner incentives.
- › Incentive is paid based on a single customer solution. Multiple opportunities associated with a single customer solution will be paid as a single incentive award.
- › Multiple incentives are allowed and encouraged, should partner have multiple qualifying customer wins throughout incentive period.
- › Program funds are limited.
- › Limited to net new incremental sales. Upgrades, moves, renewals, etc. to existing services are specifically excluded.
- › Crown Castle may, at its sole discretion, alter or terminate this incentive and will be the sole determining party for qualifying sold opportunities.
- › All sales which qualify during this period must install prior to or on December 31, 2025.
- › All opportunities must be created between January 1-June 30, 2025.
- › Maximum single incentive payout limited to \$25,000.
- › Incentive amount includes both SD-WAN and SASE Solution Services, as well as the Network Services directly associated with those services.
- › Incentive will be paid upon installation and billing and follows the general guidelines of the CCI Sales Agent Agreement.

For additional details or questions, please reach out to your Crown Castle Channel Manager or partnersupport@crowncastle.com.