



Climb Higher

With Sangoma's 2X MRR Renewal SPIFF



Double Your Rewards, Achieve Your Goals

Attention Sangoma Partners! Here's your chance to scale new heights. Renew eligible contracts and earn **2X MRR rewards**—an opportunity you don't want to miss!

Here's How It Works:

- **Earn Big:** Renew contracts with a minimum \$150 MRR and get a SPIFF of 2X one month of MRR!
- **Eligible Products:** Business Voice, Business Voice+, Switchvox Cloud, and Sangoma CX (Contact Center).
- **Flexible Terms:** Secure a 3+ year contract, with options for 4- or 5-year agreements.

The Details

January 1, 2025 – June 30, 2025

- Minimum \$150 MRR per deal required.
- Includes commissionable MRR only (excluding usage, overages, taxes, fees, or hardware payments).
- Applies only to renewing customers with minimum 3-year agreements.

Gear Up for Success – Renew Now

All renewals must be submitted correctly by June 30, 2025. Contact your Sangoma Channel Manager today and start earning those 2X rewards!

Reach out to your Partner Engagement Manager for details.

Terms & Conditions Apply. See Below.

1. Promotion Period: Begins **1/1/2025** and ends **6/30/2025**.
2. Any outstanding quote created before **1/1/2025** must be revised or recreated to be eligible for this Promotion. Renewal must be a minimum of \$150 MRR to qualify for SPIFF.
3. The Promotion only applies to the commissionable MRR base from eligible Business Voice, Business Voice+, Switchvox Cloud, or Sangoma CX (Contact Center) deals.
4. MRR excludes usage, overage, taxes, fees, partner-added items, monthly hardware payments (all-inclusive/rental), and any third-party lease payments.
5. Eligible deals are for renewing customers with a new minimum 3+ year agreement, including UCaaS or Standalone CX.
6. Sangoma will track eligibility for the promotion by renewal date. Deals renewed prior to **1/1/2025** are not eligible for the Promotion
7. TSD's (formerly known as Master Agents) Partners' eligibility is based on their own production, not the production of their Agents or Dealers. TSDs must pass along 100% of the MRR SPIFF to the agent who generated the MRR.
8. The Promotion does not apply to Wholesaler/White Label Resellers.
9. Partners must be current with all certifications and payments due to Sangoma at the time of booking to be eligible for the Promotion.
10. Renewals that require ICB (Individual Case Basis) discount approval will be subject to a reduced SPIFF payment and/or potentially no SPIFF payment, based on the negotiated ICB pricing, at the sole discretion of Sangoma.
11. Must work with a Sangoma rep to get deal renewed.
12. All SPIFF Promotions will be paid in accordance with the Sangoma Commission Policy.
13. Clawback provisions: All payments under this Promotion are subject to a clawback, regardless of any other terms and conditions applicable to the Partner. By accepting payment of the payout under the Promotion, the recipient specifically accepts this clawback provision. Sangoma reserves the right to claw back either from future commissions or in the form of payment from Partner, at Sangoma's sole option. This clawback provision ensures that canceled, uninstalled, reduction of services, or otherwise non-delivered deals are no longer eligible for payment under the Promotion.
14. For the purpose of the Promotion, an order is considered booked when uploaded and contains: A Sangoma Subscription Agreement (if required); an acceptance of the deal by the Customer; a signed bill of materials that details the items, quantities, and pricing; and an acceptable form of payment or use of an available credit line, in the amount necessary.
15. The promotion is not stackable and cannot be combined with any other promotions.
16. Sangoma reserves the right to alter these terms and conditions at any time, without notice, in its sole discretion.

