

# Channel SPIF Q2 2025

## New Solutions, New Ways to Earn!

### Overview

FirstLight is offering a special incentive for Channel Partners to earn up to 5X on new MRC generated within the period, for the specific products listed below.

### Promotion Period

This offer is valid for qualifying sales made between April 14, 2025 & June 30, 2025.

### Details

	SPIF Incentive	
Hosted Voice 2.0	36-Month	60-Month
Cloud Comm Seat - Standard 8+	3X MRC	5X MRC
Cloud Comm Seat - Standard 25+	3X MRC	5X MRC
Cloud Comm Seat - Enhanced 8+	3X MRC	5X MRC
Cloud Comm Seat - Enhanced 25+	3X MRC	5X MRC
MS Teams Calling		
Teams Unlimited User 8+	3X MRC	5X MRC
*Teams Basic User 8+	3X MRC	5X MRC
DNS Content Filtering	36 & 60-Month Terms	
DNS Content Filtering Up to 2-IPs	5X MRC	5X MRC
DNS Content Filtering Up to 10-IPs	5X MRC	5X MRC

### Restrictions

- SPIFs apply to new sales only and cannot be combined with any other FirstLight promotion.
- Minimum 36-month deal for all SPIFs.
- SPIF payments are contingent upon approval of FirstLight's Director of Channel Sales, and must include written or electronic communication in the form of a service order.
- SPIFs calculated on contracted MRC and will reflect any discounts.
- Cloud Comm & Teams must have at least 8 seats to be eligible for the SPIF.
- Cloud Comm & Teams SPIF must have at least \$500 in monthly recurring revenue (MRR) to qualify.
- Cloud Comm & Teams SPIFs apply to seat MRCs only. MRCs for add-on services (e.g. Network Equipment, etc.) are not SPIF eligible.