

# FirstLight Channel SPIF

## Overview

**FirstLight is offering a special incentive of up to 2X MRC payment to its channel partners to promote FirstLight's services.**

For each sale that includes a FirstLight solution and is an accepted FirstLight order of at least \$500 in Monthly Recurring Revenue (MRR) and which also has at least a minimum of a 36-month term, channel partners will receive up to a "2X" MRC payment up front subject to approval by FirstLight. The awarded bonus would be in addition to the normal compensation that the channel partner receives. Qualifying sales would result in either a 1X or 2X MRC SPIF for sales from \$500 MRC+.

## Promotion Period

**This offer is valid for qualifying sales made between April 1, 2025 to June 30, 2025.**

## Restrictions

**Offer applies to new sales only, including additional products sold to existing agent accounts.**

- Qualifying sales must have a minimum MRC of \$500 and be contracted for at least a 36-month term.
- FirstLight must receive and accept the order within the promotion period; sales executed prior to the start of this promotion or after the promotion ends do not qualify.
- Multiple sales cannot be combined in order to qualify for the promotion.
- This offer cannot be combined with any other promotions offered by FirstLight.
- In order to qualify, the sale must include written or electronic documentation (service order) along with approval from the Channel Sales Director.

For more information,  
contact Steve Andrews, Director of Channel Sales,  
at [sandrews@firstlight.net](mailto:sandrews@firstlight.net)

FirstLight, in its sole discretion, reserves the right to amend, extend or withdraw this promotion at any time and without prior notice.