

Lumen Bundles Incentive - NCI Sales Only

Earn 1X MRC on eligible bundles



When you sell eligible bundles to customers, you can earn 1X MRC per billing customer. These bundles provide the best collaboration, network, and security features to meet your customers' needs.

Overview

- Earn a one-time payout of **1X MRC** (per site) on the following bundles:
 - SD-WAN Meraki Bundle (\$500 minimum)
 - SASE Versa (\$500 minimum)
 - SASE Fortinet (\$1,000 minimum)
 - Lumen Solutions for Zoom (\$500 minimum)
 - DDoS Mitigation & DIA (\$500 minimum)
- All bundles must be **36+ months** and **NCI only** to qualify
- Stackable with other Lumen incentives (except Big Wins Incentive)

Incentive Period: April 1, 2025 - June 30, 2025

See page 2 for full terms and conditions.

Contact your Lumen Channel Management Team to learn more.

lumen.com/partners | partners@lumen.com

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Terms & Conditions: Lumen Bundles Incentive – NCI Sales Only

- The Lumen Bundles Incentive (the “Incentive”) is open to Eligible Participants (defined below).
- Eligible Participants can earn a one-time payout equal to 1X the MRC for each site ordered under the following bundles (“Eligible Products”) in connection with a Qualified Sale:
 - SD-WAN Meraki Emerald, Pearl, Bronze Hub, Diamond bundles or over the top Meraki. MECM does not qualify. \$500 minimum MRC
 - Network & Security Bundle - Versa SASE, \$500 minimum MRC
 - Network & Security Bundle - Fortinet SASE, \$1,000 minimum MRC
 - Lumen Solutions for Zoom Bundles, \$500 minimum
 - Connected Security Bundle (DDoS and DIA), \$500 minimum
- Eligible Products must be quoted as bundles (not independent components) and ordered as defined above. Connected Security Bundle requires a deal support request (DSR) to the promo team. All services must have a Service Term of 36+ months to qualify. Charges attributable to products or services other than the basic components of the Eligible Products listed above (as defined by Lumen) will not contribute to the Incentive payout (even if purchased in connection with the Eligible Products). For purposes of this Incentive, a “site” means any customer location wherein the customer orders the basic components of a bundle described above.
- “Eligible Participants” means channel partners who have active Partner Program Agreements or Solution Partner Agreements with CenturyLink Communications, LLC d/b/a Lumen Technologies Group (“Lumen”) or its affiliates and such partners’ sub-agent business entities.
- To qualify for this Incentive, a Qualified Sale must be for a Service billed by Lumen in North America, subject to North American sales recognition guidelines, must be NCI only, and must be marked “Closed Won” in Salesforce during the Incentive Period. Incentive payouts will be paid approximately 45 days after a Qualified Sale for an Eligible Product is marked “Closed Won” in Salesforce.
- “Incentive Period” means the period beginning April 1, 2025, and ending June 30, 2025, or upon budget depletion, whichever comes first. In situations of budget depletion, deals will be paid on a first-in basis up to the budgeted amount.
- “Qualified Sale” means a sale of Eligible Product(s) in accordance with the channel partner’s Partner Program Agreement with Lumen or a Lumen affiliate (and any terms contained therein), where such related order is accepted by Lumen.
- The customer account must be owned by a contracted Lumen partner or domestic Lumen salesperson with associated approved channel integrated opportunity. The sale must close in the United States of America with the appropriate signed contract or order form. Services may be provided in an international location by Lumen or its affiliates.
- Standard ordering processes apply.
- This Incentive can be applied once per billing customer during the Incentive Period. Standard commission rates apply in addition to the Incentive.
- Incentive payouts will be paid at the partner level through the regular commission process.
- Lumen may modify, suspend, amend, or terminate the Incentive at any time and without any prior notice to, or consent of, Eligible Participants. Lumen specifically reserves the right to change the payout structure and/or criteria of the Incentive in a manner that may modify or eliminate the amount of the Incentive payout(s).
- Incentive disputes will be considered on a case-by-case basis. All disputes must be submitted within 120 days of the Salesforce “Closed Won” date. Incentive disputes submitted after 120 days will not be considered.
- Any liability for federal, state, or other taxes related to the Incentive are the sole responsibility of the Eligible Participants. Lumen is not responsible for payment of any such taxes.
- Lumen will review all submitted orders to ensure Incentive criteria have been met before awarding payouts.
- Lumen reserves the right to end, modify, or deny any claim for a payout under this Incentive, including the right, in its sole discretion, to deny any Incentive submission that does not satisfy the terms of the Incentive.
- Orders canceled prior to installation will not qualify for the Incentive, and Lumen may recover Incentive payouts associated with such orders, including by way of off-set against the channel partner’s normal commissions.
- Lumen reserves the right to review all Qualified Sales for which Eligible Participants received an Incentive payout under this Incentive for 24 months from the Service installation date to verify that the requirements for such Qualified Sale are being met. If not, Lumen may recover any Incentive paid, including by way of off-set against the channel partner’s normal commissions.
- The Incentive is void where prohibited.
- Check the Lumen Channel Partner Portal regularly for updates to the Incentive.
- Except as expressly noted within the terms of another Lumen incentive program, this Incentive may be combined with other incentives offered by Lumen.
- This Incentive only applies to non-channel integrated (“NCI”) opportunities.

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