

**Every  
moment  
matters.  
Every  
product  
pays.**



Between now and June 30, 2025,  
RingCentral Reach partners can earn:

**2x MRR**  
**+**  
**10% ongoing residuals**

on third-party software products.

Questions? Reach out to your RingCentral Partner Manager for more information.

**RingCentral**

# THIRD-PARTY SOFTWARE SPIFF INCENTIVE

**Terms and conditions apply:** Offer valid February 18, 2025 – June 30, 2025 (the “**Incentive Period**”). In order to participate in this THIRD-PARTY SOFTWARE SPIFF Incentive (“**Incentive Program**”), you must be an active Channel Partner on file with RingCentral (as determined by RingCentral in its sole discretion) who is subject to a RingCentral commissions plan that, aside from temporary incentive payments or spiffs, provides for residual commissions only. To the extent permitted by applicable law and subject to these terms and conditions, RingCentral will pay you (or your applicable master agent or master broker (collectively, “**Master Broker**”)) for each Incentivized Sale closed during the Incentive Period (a) a one-time bonus equal to 2x MRR, and (b) a 10% residual commission or service fee rate, in each case, specifically for the MRR generated by third party software Services.

An “**Incentivized Sale**” is a Qualified Sale during the Incentive Period for a three-year initial contract term of any third-party software Service to a new RingCX Customer, and must be sold alongside RingCX. Incentivized Sales must be registered under a RingCentral-brand Partner ID, and Incentivized Sales of third-party software Services are not eligible for any other incentive program for Incentivized Sales. The Customer account resulting from an Incentivized Sale (“**Qualified Account**”) must be activated during the Incentive Period. MRR for an Incentivized Sale is determined at the end of the month in which the applicable Qualified Account is activated and will exclude MRR for recurring professional service offerings, hardware rentals, and device-as-a-service offerings.

## Incentive Program Illustration:

Third-Party Software MRR	One-Time Bonus	One-Time Bonus Payout	Monthly Residual	Monthly Residual Payout
\$1,000	2X	\$2,000	10%	\$100

If (A) an Incentivized Sale is canceled, in whole or in part, before RingCentral actually receives payment in full of at least six (6) months' subscription fees (“**Minimum Subscription Fees**”) for the cancelled units of Service sold as part of such Incentivized Sale or in a manner requiring RingCentral to provide a refund of any portion of the Minimum Subscription Fees already paid to RingCentral, or (B) RingCentral otherwise does not receive the Minimum Subscription Fees, then in each case, RingCentral shall be entitled to a refund equal to (1) the full value of the one-time bonus paid in excess of the cumulative MRR received by RingCentral and not refunded to the Customer and (2) the portion of any paid residual corresponding to the amount of the MRR refunded to the Customer or otherwise not received by RingCentral. If RingCentral is entitled to a refund of any portion of the bonus paid to you (or your applicable Master Broker) under this Incentive Program, to the extent permitted by applicable law, RingCentral may set off such refund amounts against any amounts owed by RingCentral to you (or your applicable Master Broker).

Demo sales, resales, and discounted sales for Partner's internal use do not qualify for this Incentive Program. RingCentral shall pay one-time bonuses under this Incentive Program on or around the last day of the month following the month in which RingCentral received payment from the applicable Customer of all amounts due for the First Payment. The “**First Payment**” means, with respect to an Incentivized Sale, the first regularly scheduled recurring payment in respect of the full invoice generated in connection with such Incentivized Sale from the corresponding Customer. RingCentral shall pay residuals under this Incentive Program on or around the last day of the month following the month in which RingCentral received the monthly payment by the applicable Customer of all amounts due with respect to the full invoice generated in connection with the relevant MRR (or, if paid based on a different frequency, for the first monthly payment of residuals, on or around the last day of the month following the month in which RingCentral received payment from the applicable Customer of all amounts due for the First Payment and, for each subsequent monthly payment of residuals, on or around the last day of the month following the month in which payment by the applicable Customer would have been due if paid on a monthly basis). For an Incentivized Sale registered under a Master Broker, such Master Broker is solely and exclusively responsible for determining in its sole discretion if, what, and when to pay you for such Incentivized Sale under this Incentive Program. RingCentral reserves the right in its sole discretion to modify or end this Incentive Program at any time. Capitalized terms used but not otherwise defined herein shall have the meanings as set forth in your (or your Master Broker's) relevant partner agreement (the “**Partner Agreement**”) with RingCentral. Except as expressly provided herein, the Partner Agreement and [RingCentral Channel Partner Terms](#) govern this Incentive Program.

## Incentive Amounts:

Incentive amounts are awarded to you or your Master Broker and not to any individual(s). You and Master Broker shall not distribute any incentive amounts awarded under this Incentive Program to any person or organization outside its organization, except that Master Broker is permitted to distribute such bonus amounts to the applicable Partners.