



Base Camp Breakthrough



Close Your first deal fast!

Welcome to the Sangoma Pinnacle Partner Program! Get ready to hit the ground running with Base Camp Breakthrough—your launchpad to success. Achieve your Base Camp Breakthrough by closing your first deal within 60 days of on-boarding, and earn a **\$500 digital gift card** as your reward.

Eligibility Criteria

To qualify for the incentive, here's what your deal needs to include:

- **Term:** 36-month contract
- **Service:** UCaaS solutions only
- **Minimum Revenue:** \$100 Monthly Recurring Revenue (MRR)

How It Works

- **Start your ascent** by on-boarding as a new Sangoma Partner.
- **Gear Up** with the tools and training provided during your on-boarding process.
- **Close your first deal within 60 days** and hit your Base Camp milestone.
- **Celebrate** your success by claiming your **\$500 digital gift card!**

Your Journey Begins Now

Whether it's mapping out strategies with your team, pitching tailored UCaaS solutions to clients, or leveraging Sangoma's support tools, we are with you every step of the way to help you make your **Base Camp breakthrough!**

Reach out to your Partner Engagement Manager for details.

Terms & Conditions Apply. See Below.

1. Promotion Period: **1/1/2025 - 6/30/25**.
2. Partner must be on-boarded and deal booked between **1/1/2025 - 6/30/25** to be eligible for this Promotion. The deal must be a minimum of \$100 MRR to qualify for the digital gift card.
3. The Promotion only applies to the commissionable MRR base from eligible Business Voice, Business Voice+, CommUnity, 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 new Customers at a new location with a minimum 3-year agreement, including UCaaS or Standalone CX. Add-ons or new locations for existing Customers are not eligible. Non-UCaaS deals are not eligible.
6. To be considered fully on-boarded, the following steps must be completed:
 - a. A partner account record is created, and the program entry date is established.
 - b. A Partner Portal overview session is conducted.
 - c. Product training and certifications are completed, if required based on the partner's level.
 - d. Demo kits are ordered, if applicable, depending on the partner's level.
7. Partner must pass along 100% of the promotion to the Sales Rep who booked the qualified deal.
8. Partner must be in good standing with Sangoma.
9. New Sales 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 Sangoma's sole discretion.
10. Maximum payout under this Promotion is \$500.
11. **\$500 gift card** for an order booked within 60 days of on-boarding, **paid 30 days after the completion of install** for all locations in multi-location deals.
12. All locations must be installed within 60 days of booking. At time of the booking, if installation requires longer than 60 days, the customer must sign an installation addendum.
13. 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.
14. Sangoma reserves the right to alter these terms and conditions at any time, without notice, in its sole discretion.

