



Sangoma Pinnacle
Partner Program

Climbing to Success

Experience the Ultimate
All-Inclusive Getaway in
Breckenridge, Colorado



Announcing an exclusive opportunity for Sangoma Pinnacle Partners! Elevate your game and compete to win one of two unforgettable 4-day, 3-night all-inclusive getaways to the beautiful mountains of Breckenridge, Colorado! **This contest is open to all Partner tiers** (Base, Summit & Pinnacle).

How to Win!

The top performing partner in the following two categories will each earn this trip:

- Top Closed **NEW MRR** Revenue for Cloud/Hybrid Solutions
- Top Closed **NEW NRR** Revenue for On-Premise Solutions

Contest Details

- The contest is based on new Monthly Recurring Revenue (MRR) or Non Recurring Revenue (NRR) production.
- Revenue can be earned on a single deal or multiple deals.
- A minimum contract term of 3 years or more is required to qualify.
- All closed/won deals must be booked by June 30, 2025.

Let's reach new heights together – Breckenridge awaits!

TOP NEW MRR GRAND PRIZE

Terms & Conditions apply. See below.

1. Promotion Period: 11/1/2024 - 6/30/2025. The opportunity must be created after 11/1/2024 and booked on or before 6/30/25.
2. The Promotion only applies to the commissionable MRR base from eligible Business Voice, Business Voice+, CommUnity, Switchvox Cloud, or Sangoma CX (Contact Center) deals.
3. Commissionable MRR excludes usage, overage, taxes, fees, partner-added items, monthly hardware payments (all-inclusive/rental), and any third-party lease payments.
4. Eligible deals are for new Customers, existing Customers at a new location and add-on orders with a minimum 3-year agreement, including UCaaS or Standalone CX. Renewals and migrations are not eligible. Non-UCaaS deals are not eligible.
5. TSD's (formerly known as Master Agents) eligibility is based on their production and specifically excludes the production of their Agents or Dealers.
6. Wholesaler/White Label Resellers are not eligible for this Promotion.
7. Partners must be current with all certifications and payments due to Sangoma at the time of booking to be eligible for the Promotion.
8. 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.
9. All locations must be installed within 60 days of booking for inclusion of that deal to be eligible for the Promotion. At time of the booking, if installation requires longer than 60 days, the customer must sign an installation addendum.
10. The cumulative MRR sales will be adjusted accordingly if an order is cancelled.
11. The winner can qualify for either the MRR or NRR grand prize, but not both.
12. Clawback provisions: By participating in this Promotion, each participant specifically accepts the following clawback provision. Sangoma reserves the right to claw back either from future commissions or in the form of payment from Partner, at Sangoma's sole option, commission paid on MRR that is not collected by Sangoma for any reason. This clawback provision ensures that commission paid on canceled, uninstalled, reduction of services, or otherwise non-delivered deals is returned to Sangoma and the MRR attributed to clawback is no longer counted for for the prize.
13. The prize is for one winner and one guest, both age 21 or older, and includes roundtrip airfare, ground transportation to and from the destination, and accommodations at a luxury property in Breckenridge, Colorado, for 4 days and 3 nights. Participants will enjoy three meals per day, including one exclusive VIP dinner with Sangoma executives. The package also includes access to a curated selection of activities, such as a premium ski package, a spa experience with a gourmet lunch, or a shopping excursion with fine dining. Activities are subject to availability, scheduling, and venue capacity, and the organizer reserves the right to modify or substitute activities as needed. The winner is responsible for any additional costs not explicitly included in the package, such as travel insurance, baggage fees, incidentals, and optional activities.
14. Winner must contact Sangoma and make arrangements for the Breckenridge trip by 9/30/2025. The trip must be completed by 12/31/2026.
15. The winner and guest are solely responsible for providing valid identification and other required travel documentation. Sangoma is not responsible for any issues arising from failure to have or present required travel documents.
16. The prize cannot be transferred, redeemed for cash or substituted by the winner.
17. If the winner is unable or unwilling to accept the prize on the terms it is awarded, the prize shall be forfeited.
18. Sangoma is not responsible for any additional costs related to cancellations or delays caused by the winner.
19. Sangoma is not responsible for delays, cancellations, changes, inability to take the trip as planned, or for substitutions to the trip due to any cause, including but not limited to weather, natural disasters, strikes, or government restrictions.
20. By accepting the prize, the winner consents to Sangoma using their name, likeness, and business name in promotional materials without additional compensation, except where prohibited by law.
21. By accepting the prize, the winner releases Sangoma and its affiliates, directors, officers, employees, and agents from any liability for claims, damages, taxes, or injuries arising from participation in the promotion or use of the prize.
22. Sangoma reserves the right to disqualify any participant for attempting to manipulate the promotion, submitting false information, or violating these terms. Any attempt to defraud or abuse the promotion will result in immediate disqualification and forfeiture of the prize.
23. Sangoma reserves the right to alter these terms and conditions at any time, without notice, in its sole discretion.



TOP NEW NRR GRAND PRIZE

Terms & Conditions apply. See below.

1. Promotion Period: 11/1/2024 - 6/30/2025. The opportunity must be created after 11/1/2024 and booked on or before 6/30/2025.
2. The Promotion only applies to hardware purchased through RocketQuote or Sangoma distribution. If sold through distribution, credited based off of distributor "Point of Sales" (POS) at ASP (distributor price minus rebates) price.
3. NRR excludes taxes, fees, markups and partner-added items.
4. Eligible deals are for new Customers, existing Customers at a new location and add on orders. Renewals and migrations are not eligible.
5. TSD's (formerly known as Master Agents) eligibility is based on their production, and specifically excludes the production of their Agents or Dealers.
6. Wholesaler/White Label Resellers are not eligible for this Promotion.
7. Partners must be current with all certifications and payments due to Sangoma at the time of booking to be eligible for the Promotion.
8. For the purpose of the Promotion, all hardware must be shipped within 60 days of booking for partners to be eligible for the Promotion.
9. The cumulative NRR will be updated if the order is cancelled or not shipped.
10. Winner can qualify for either the MRR or NRR grand prize, but not both.
11. Clawback provisions: By participating in this Promotion, each participant specifically accepts the following clawback provision. Sangoma reserves the right to claw back either from future commissions or in the form of payment from Partner, at Sangoma's sole option, commission paid on NRR that is not collected by Sangoma for any reason. This clawback provision ensures that commission paid on canceled, uninstalled, reduction of services, or otherwise non-delivered deals is returned to Sangoma and the NRR attributed to clawback is no longer counted for for the prize.
12. The prize is for one winner and one guest, both age 21 or older, and includes roundtrip airfare, ground transportation to and from the destination, and accommodations at a luxury property in Breckenridge, Colorado, for 4 days and 3 nights. Participants will enjoy three meals per day, including one exclusive VIP dinner with Sangoma executives. The package also includes access to a curated selection of activities, such as a premium ski package, a spa experience with a gourmet lunch, or a shopping excursion with fine dining. Activities are subject to availability, scheduling, and venue capacity, and the organizer reserves the right to modify or substitute activities as needed. The winner is responsible for any additional costs not explicitly included in the package, such as travel insurance, baggage fees, incidentals, and optional activities.
13. The winner must contact Sangoma and make arrangements for the Breckenridge trip by 9/30/25. The trip must be completed by 12/31/2026.
14. The winner and guest are solely responsible for providing valid identification and other required travel documentation. Sangoma is not responsible for any issues arising from failure to have or present required travel documents.
15. The prize cannot be transferred, redeemed for cash or substituted by the winner.
16. If the winner is unable or unwilling to accept or redeem the prize on the terms it is awarded, the prize shall be forfeited.
17. Sangoma is not responsible for any additional costs related to cancellations or delays caused by the winner.
18. Sangoma is not responsible for delays, cancellations, or changes to the trip caused by events beyond its control, including but not limited to weather, natural disasters, strikes, or government restrictions.
19. By accepting the prize, the winner consents to Sangoma using their name, likeness, and business name in promotional materials without additional compensation, except where prohibited by law.
20. By accepting the prize, the winner agrees to release Sangoma and its affiliates, directors, officers, employees, and agents from any liability for claims, damages, or injuries arising from participation in the promotion or use of the prize.
21. Sangoma reserves the right to disqualify any participant for attempting to manipulate the promotion, submitting false information, or violating these terms. Any attempt to defraud or abuse the promotion will result in immediate disqualification and forfeiture of the prize.
22. Sangoma reserves the right to alter these terms and conditions at any time, without notice, in its sole discretion.

