

# SPIFFs That Pay All Season Long

This spring, let your momentum  
lead to bigger rewards.

**Earn 3X  
Base on  
All Ooma  
Services**

Applies to MRR for all 3YR deals  
for AirDial, Hospitality,  
UCaaS, SIP, and Teams.

**BONUS**

**Ooma  
AirDial®**  
POTS  
Replacement

**+1X**

for 3YR deals  
251–500 lines

**+2X**

for 3YR deals  
501–1000 lines

**+3X**

for 3YR deals  
1001+ lines

**BONUS**

**UCaaS**

**+3X**

on 3YR deals  
50+ seats

**BONUS**

**Hospitality**

**+1X**

on 3YR deals  
24 VoIP call paths or  
75 hospitality seats

**+1x Bonus**

for first deal for partners

**+1x Bonus**

for 5YR deals

Contact your Channel Manager about the promotions.

# Terms & Conditions

Ooma®

1. SPIFF is for NEW Ooma customers only, effective for deals closed between May 1–July 31, 2025.
2. Requires 36-month term length. Additional 1X Bonus for 60-month (5YR) term length deal.
3. SPIFFs are paid out on the following partner commission cycle after the customer's first invoice. If the customer activation is multi-location, ramp deployment, or other delayed billing, SPIFFs will be paid at a prorated amount based on percentage of customer billings. SPIFF amount is calculated based on invoiced and commissionable MRR.
4. New deals requiring ICB pricing with special customer terms, including but not limited to discounted licenses, hardware or professional services, delayed billing, reduced margin, and customer credits are subject to review and, in Ooma's sole discretion, may have a reduced SPIFF payout.
5. SPIFF awards with payouts greater than \$100,000 must be approved by Ooma before the deals are closed and are subject to installment payments.
6. SPIFF awards are subject to pro-rated chargeback if the customer cancels 25% or more of the original order within 6 months of the original signed quote/order date. Chargebacks will also be applicable for customer non-payment of invoices.
7. SPIFF award payouts apply only to services that are deployed and for which billing has begun within twelve (12) months of order submission. No SPIFF will be paid for services deployed or billed after twelve (12) months.
8. Stackable 1X for first deal for new partner is defined as a partner that has not previously closed a deal with Ooma.
9. Bonus SPIFF multiplier is eligible only for the related technologies and associated services; i.e. AirDial or Hospitality. Determination of relatedness is in Ooma's sole discretion. Any questions about whether technologies or services are related for purposes of the SPIFF multiplier must be asked before the deal is signed.
10. Circuits and 3rd party services are not eligible for SPIFF offer.