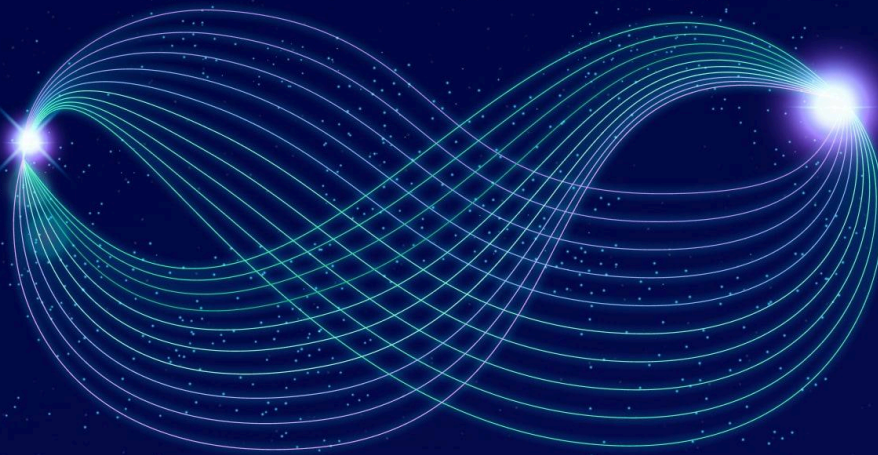


zoom Up Partner Program

10X SPIFF

More deals, higher rates,
unlimited payouts



Offers:

4X

SPIFF

Zoom Phone
2-year contract

6X

SPIFF

Zoom Phone 3+ year contract
or ZCX 2-year contract

9X

SPIFF

ZCX 3+ year contract

10X

SPIFF

"The Whole Stack"* -
Workplace with phone
& ZCX

QUALIFYING DATES: FEBRUARY 1, 2025 - JULY 31, 2025

Eligibility: **Enrolled, Silver, Gold or Platinum** level
partners with annual prepay contracts

>>> **No cap on SPIFF amount** <<<

* "The Whole Stack" opportunities must include 10% license count of each Workplace with Zoom Phone and Zoom Customer Experience licenses

H1 FY26 SPIFF Promotion Flyer - February 2025

Overview - see [T&Cs for further details](#)

This H1 FY26 SPIFF Promotion is available only to Authorized Referral Partners for a limited time in accordance with the SPIFF offer and Zoom Up program terms and conditions. This promotion rewards Zoom Authorized Referral partners for selling Zoom Phone, Zoom Customer Experience (including Zoom Contact Center), and Zoom Workplace bundles to customers.

The following highlights key details of the promotion. For more details, please refer to the Zoom TSD SPIFF Terms and Conditions.

SPIFF Eligibility Requirements:

- Customer must be net new for the qualifying product families
- Deal must be approved for Deal Registration
- MRR must increase as a result of the upsell. SPIFF is calculated on net MRR on qualifying product families
- Deal must close between February 1, 2025 and July 31, 2025

Additional requirements for “The Whole Stack” 10X SPIFF:

- Minimum net \$5,000 MRR
- Deal must include the following products, each of which must account for at least 10% of the total license count:
 - Zoom Workplace Bundle that includes Zoom Phone (Zoom Workplace Business Plus, Zoom Workplace Enterprise)
 - Zoom Customer Experience (ZCX), including ZCX bundles

Additional conditions

- **NEW:** No maximum SPIFF payout
- SPIFF pays on first order only; subsequent orders to the same customer are not eligible.
- The following deals are not eligible for this SPIFF; Bill on Behalf deals, Partner Assist deals, EDU skus, opportunities where any of the qualifying product families have already been sold to that customer, and deals where combined discount (including free period and credit in lieu) is >50%.