

SPIFFS – AUGUST 2025



\$200,000

SPIFF Award

The first partner to close/win an eligible new customer order of \$80k+ MRC will be awarded \$200k!



This SPIFF program runs from 07/01/2025 through 09/30/2025 (the “SPIFF Eligibility Period”) and pays out a single \$200,000 to the Partner who closes the first Eligible New Customer Order of \$80,000+ MRC (the “SPIFF Award”). • The SPIFF will close automatically after the SPIFF Award, or if no SPIFF Award is made, at the end of the SPIFF Eligibility Period. • An Eligible New Customer Order must meet the following requirements in order to qualify for the SPIFF Award: (i) the customer on the order must be new to TPx and registered on or after July 1, 2025, with no current or pending quotes, proposals or service agreements prior to July 1, 2025; (ii) the order must have an initial term length of 36 months or longer and have an MRC of \$80,000 or more (Note: Microsoft 365 MRC is excluded from the measurement), (iii) the pricing must not be subject to special discounting (NSR), except where expressly approved by the Channel SVP; and (iv) the order must be signed and closed/won within TPx systems by the close of the SPIFF Eligibility Period. • Where multiple Eligible New Customer Orders are received, determination of the winning Partner will be based on the date the Eligible New Customer Order is signed by customer and returned to TPx. A “Partner” means the individual sales consultant who originated and delivers the Eligible New Customer Order. • This SPIFF cannot be combined with other SPIFFs, and the Partner may choose between available SPIFFs where applicable. • SPIFFs calculated and paid after installation • SPIFFs paid on first commission cycle once customer has been billed • Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback • TPx reserves the right to amend or terminate this SPIFF program without notice