

CLARO ENTERPRISE SOLUTIONS

CHANNEL PARTNER Q2 PROMOTIONS GUIDES

IOT SOLUTIONS

PRODUCT	PROPOSED SPIFF	INCENTIVES
AI VIDEO ANALYTICS (36 months contract)	\$3,500+ MRC: 3x MRC + \$1,000 bonus for adding our professional AIVA Service .	AIVA Customer Incentive: Offer customers 1 free month of our professional service if they sign a 36-month contract, boosting appeal without heavy discounting.
	\$2,000 - \$3,499 MRC: 2x MRC + \$500 bonus for adding our professional AIVA service .	
	\$500 - \$1,999 MRC: 1x MRC + \$200 bonus for upselling (5) vaping and bullying sensors.	
ASSET INSIGHT (36 months contract)	5-10 devices: 1x MRC + \$200 bonus for any deal over \$200/month.	Asset Insight Referral Incentive: \$200 bonus for each referral that leads to a deal with over 20 devices.
	10-15 devices: 2x MRC + \$500 bonus on deals exceeding \$400/month.	
	16+ devices: 3x MRC + \$700 cash bonus for deals over \$1,000/month.	