

September Weave Partner Sales Promotions

1X to 5X SPIFF

Promotion Dates: 9/1/2025 - 9/30/2025



One Time Bonus Payment of:

1-4X Monthly Recurring Revenue (MRR)*

If you sell 1-2 new customers or locations in Sept. '25 = 1X, 3-4 = 2X, 5-6 = 3X, 7-8 = 4X

And receive your full contracted residuals

One Time Bonus Payment of:

Up to 5X (MRR)*

If you sell 9+ new customers in Sep. 2025. Each location/customer beyond 9, pays at 5X MRR

And receive your full contracted residuals

Who qualifies for this promotion?

- ✓ Only Weave Authorized Partners qualify for this sales promotion.
- ✓ This promotion does not apply to Weave Reseller, Perpetuity or Referral partners.

If you are not a Weave Authorized Partner, please contact your Weave Channel Manager for details on how to become a Weave Authorized Partner!

Does my deal qualify?

To qualify, an Order Request must meet the following requirements:

- ✓ The Order Request must qualify the partner for compensation under the terms of the Partner's active Weave Authorized Partner agreement.
- ✓ The Customer Agreement must be signed by the customer between Sept. 1 - Sept. 30, 2025.
- ✓ The customer must be fully onboarded to Weave and be moved to active billing status within 90 days of the customer agreement execution date and first payment must be paid to Weave.
- ✓ Deal must be a new customer to Weave.
- ✓ This promotion is subject to all other terms included in the Partner's active Weave Authorized Partner agreement.

Promotion example

- ✓ Partner registers a new customer lead, assists the customer through the sales process and the customer executes an agreement with Weave.
- ✓ Customer installs within 90 days of customer agreement signature date and Weave receives the customer's first payment.
- ✓ Sample customer agreement (products, services and totals may vary per customer agreement):

Weave Plus Elite \$749

Customer Monthly Total: \$749

Partner 1X MRR Sales Promotion
Payment:
\$749 + standard monthly residuals

Partner 2X MRR Sales Promotion
Payment:
\$1498 + standard monthly residuals

*"Monthly Recurring Revenue" (MRR) means one-twelfth of the annual recurring Revenue a customer is expected to pay Weave for the Weave Products and Services in accordance with the payment terms of a Customer Agreement.