

2025 PARTNER INCENTIVE - JULY 1, 2025 TO DECEMBER 31, 2025

Accelerate '25!

Let's work together and win together.

Earn 1X MRR for contracted sales over \$2,000 MRR through December 31, 2025.

Partner Incentive Rules.

- Limited to New orders for Crown Castle fiber-based services (including SD WAN, SASE and Cyber Defense)
- Minimum Customer contract term for all aggregate services = 36 months
- This incentive cannot be combined with any sales promotions (i.e., free months, etc.) in a single sale
- Incentive is paid based on a single Customer solution. Multiple opportunities associated with a single Customer solution will be paid as a single incentive award
- Multiple individual qualifying sales with incentives applied are allowed and encouraged across a month or quarter
- Program Limit: Incentive funds are limited. Crown Castle may terminate the incentive once fund limit has been exceeded
- Limited to Net New incremental sales. Upgrades, moves, renewals, technology changes etc. to existing services are excluded
- Crown Castle may, at its sole discretion, alter or terminate this incentive
- Crown Castle will be the sole determining party for qualifying sold new and sold opportunities
- The incentive period runs for contracted sales from July 1, 2025 through December 31, 2025
- Payment will be at the service order level; payment will be submitted once the services are installed and billing validated. Services must be installed and billing validated by April 30, 2026.
- Maximum single incentive payout limited to \$20,000
- Incentive will be paid as soon as possible after services are installed and billing validated, all payments follow the general guidelines of the CCI Sales Agent Agreement (including chargebacks on sales that are cancelled or if there is a receivable issue with the customer). If there are multiple service orders in a qualifying sale, the payment will be made as the service orders are installed and billing validated.

For additional details or questions, please reach out to your Crown Castle Channel Manager or partnersupport@crowncastle.com.