

First to the Finish

Telarus Agent Incentive



Telarus Channel agents can earn a limited one-time incentive between July 1, 2025 and December 31, 2025 when selling our suite of Tangoe solutions.

This one-time Tangoe incentive is offered to the **first agent** to sell the **first new logo deal** in each of the deal ranges below.

YOU CAN EARN	ON DEALS SOLD (ARR)
\$5,000	\$30,000-\$74,999
\$10,000	\$75,000+

The Specifics

- First New Logo deal booked for TEM, MMS or CEM with Annual Recurring Revenue (ARR) in each of the following ranges:
 - \$30,000-\$74,999
 - \$75,000+
- Minimum 36-month contract term for each eligible service required
- Deals must be partner identified and registered via Tangoe's deal registration process to qualify
- Telarus agent can earn one (1) payout on first eligible sale throughout the Eligibility Period
- Tangoe Advisory Services, Renewals, Upsell and Upticks are not eligible for this Incentive

Eligibility Period: July 1, 2025 through December 31, 2025

Sales must be booked during the eligibility period and validated by Tangoe Finance.

Eligible Recipients

Telarus partners in good standing with Tangoe are eligible for this incentive. Sales from Reseller partners are excluded from this promotion.

For More Information

Contact your Tangoe Partner Channel Manager or px@tangoe.com

Tangoe Solutions

Telecom Expense Management (TEM):

One application automates the management of fixed telecom services across the full lifecycle, minimizing complexity and maximizing cost governance.

Managed Mobility Services (MMS)

A visionary in Gartner's MMS Magic Quadrant, Tangoe manages the largest global fleet of 14 million devices and offers services across every phase of the device lifecycle.

Cloud Expense Management (CEM)

The only complete IaaS-Public, IaaS-Private, SaaS and UCaaS expense and optimization application to maximize the efficiency and effectiveness of your cloud solutions.

Additional Terms and Conditions for Eligibility

May not be combined with any other Tangoe offers or programs, unless expressly authorized in advance in writing by Tangoe. Maximum incentive payout shall not exceed \$15,000 for the program. Special pricing or other extenuating circumstances may impact this One-time Payment. For purposes of this One-Time Incentive Offer, the sale must qualify as a "Booked Sale," by Tangoe Finance which means the customer meets Tangoe's credit and service requirements, signs the Order, and is accepted by Tangoe under its standard customer agreements. Tangoe reserves the right to reclaim One-time Payment if terms and conditions are not met, the Order cancels, or if early termination of services occurs.

Tangoe reserves the right to change, cancel, or modify the terms and conditions of this One-time Payment offer without prior notice and is offered while allocated incentive program funds are available. Tangoe reserves the right to revoke and recover Incentive payment at any time if Tangoe determines in its sole discretion that the Tangoe Partner acted in bad faith. Contact your Tangoe Partner Channel Manager for restrictions or complete details. © 2025 Tangoe. All Rights Reserved