

# UNLOCK BIG REWARDS IN 2025

## GTT OPPORTUNITY-BASED SPIFF PROGRAM FOR TRUSTED ADVISORS

Bring new customers, new partners or large deals — and earn up to 2X MRR on every qualified sale. Your growth deserves to be rewarded.

**WIN BIG WITH GTT.  
CONNECT WITH YOUR  
FAVORITE TSD!**

**GTT** Greater Technology Together

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### NEW LOGOS

Bring a brand-new customer or upsell a current customer billing <\$1K/month to earn 1X Monthly Recurring Revenue (MRR). Qualify for 2X MRR if the deal includes monitoring/managed services!



### NEW PARTNERS

Any new partner who has not had a closed deal with GTT in more than 18 months can earn an additional 1x MRR; 2x MRR If the deal includes monitoring or managed services.



### LARGE DEALS

Close deals greater than \$20,000 MRR for 1x MRR. Include monitoring/managed solutions for 2x MRR!

### The Fine Print

- Sale between **June 1, 2025** – **December 31, 2025**
- Deal registration and approval required to qualify.
- One incentive per closed deal.
- Pricing below the floor may reduce eligibility.
- **Contact your GTT representative for details**

# Terms and Conditions

- SPIFF program is only open to existing agents or sub-agents with an agency agreement with GTT. Terms and conditions of such agency agreement shall apply, to the extent not specified in these SPIFF terms and conditions.
- Qualifying order must sign GTT Service Order Form (SOF) for qualified services between June 1, 2025 and December 31, 2025.
- Service term must be for a minimum of 36 months.
- To be eligible for the New Logos promotion, orders must be for a New customer to GTT or current customer billing less than \$1,000 per month; New excludes existing GTT clients and its subsidiary companies, as well as DBAs of existing clients. New Services do not include renewals.
- To be eligible for the New Partners promotion, orders must be connected to a new sub-agents to GTT that has not completed an order with GTT in the past 18 months.
- To be eligible for the Large Deals promotion, orders must have over \$20,000 MRR.
- Minimum financial requirement to qualify. SPIFF needs to be approved for financial viability.
- To qualify for the Monitoring/Managed Solutions 2X MRR rate, GTT managed service products must make up at least 10% of the total Qualifying MRR on the SOF. Managed Services include Compliance, DDOS, Managed CPE, Managed Firewall, Managed IPSec, Proactive Management and Monitoring, Security, GTT Provided Virtual Network Function and SASE. A full list is included in this terms and conditions document. For Connectivity only deals or those with less than 10% qualifying Managed Services, the payment rate is 1.0X MRR.
- Qualifying MRR is limited to the monthly recurring revenue billed and collected by GTT, net any discounts, and excluding all credits, early termination or disconnection charges (unless paid in fully by new customer), pass-through charges, non-recurring charges, construction or other one-time changes, usage charges, and Federal, State, or local taxes, surcharges, and any FCC charges.
- Applicable SPIFF payment to be made the following month after GTT collects associated Qualifying MRR from new customer. If the project is put on hold for more than 6 months (or services cancelled) and GTT has not collected revenue on a minimum of \$10,000 Qualifying MRR, GTT can recover any previously paid spiff payment.
- Excluded from SPIFF program are (a) any prospective customer deemed not creditworthy by GTT; (b) any existing customer of GTT; and (c) any prospective customer and/or service not in regions where GTT provides services.
- GTT reserves the right to withhold (if not yet paid) or charge back a paid SPIFF fee as follows: (a) payment is made in error (i.e. misapplied payment, customer credit, bad debt write-off, etc.); (b) customer defaults under the SOF and it results in a termination; (c) customer cancels the Service after signing the SOF but before the Service is activated; (d) customer terminates all or any part of the Service for convenience after activation but prior to expiration of the minimum Service term; (e) customer terminates any part of any Service bundle causing the overall MRR value to fall below minimum margin or MRR requirements.
- Referring agent is responsible for payment of any all and all taxes that may arise out of any SPIFF payments.
- GTT reserves the right to modify this SPIFF at any time and to review each deal for verification.

## GTT Managed Services Eligible Products

- All Professional Services
- Broadband Wireless
- SD-WAN
- IP Transit
- SIP Trunking
- Advanced Security (secure remote access, managed FW, SSE, MDR)
- DDoS Mitigation
- DIA (monitored or managed)
- MPLS (monitored or managed)
- VPLS (monitored)
- Ethernet (monitored)
- Broadband Internet (managed)

### The following products are proposed for 1X one-time SPIFF:

- All other products (except SPIFF ineligible as noted below)

### The following products are SPIFF ineligible:

- Ethernet Direct
- Cloud UC
- Private Line
- TDM Voice
- Time Sync
- Video

