



Lightpath

Channel SPIFF: DIA & OTS/Waves

October 2025

SPIFF Rules and Qualifications

SPIFF Rules:

- ❖ Agent needs to bring us an OTS/Wave or DIA solution that is between the Data Centers listed in slide #3
- ❖ OTS/Wave solution needs to be on standard routing. Any diverse or protected solution will not be a part of this SPIFF offering
- ❖ OTS/Wave offering only valid for 10G and 100G services. All other bandwidths will be ICB basis
- ❖ DIA bandwidths between 1G-10G is apart of this SPIFF offering
- ❖ Contract needs a minimum of 36-month contract
- ❖ New services only.

SPIFF Qualifications:

- ❖ Deals will need to be closed before the end of Q4 2025 to qualify for the SPIFF
- ❖ Deals will need to be sold above the floor price points listed in slide #4-#7
 - ❖ MRR is net MRR based if cross connects are included those will need to be passed-through
- ❖ SPIFF offer will be a ramp schedule based on what price point is sold for the respective DIA or OTS/Wave service
 - ❖ If sold at floor agent receives 50% SPIFF of a single month of MRR
 - ❖ If sold 10% above floor agent receives 75% SPIFF of a single month of MRR
 - ❖ If sold 15% above floor agent receives 100% SPIFF of a single month of MRR
 - ❖ If sold 25% above floor agent receives 200% SPIFF of a single month of MRR

SPIFF Nuances:

- ❖ Miami Data Centers can only do OTS/Wave within the Miami metro itself. No capabilities to do OTS/Waves from Miami back to the other regions
- ❖ Data Centers highlighted in red requires cross connects and will be passed through on top of pricing
- ❖ Lightpath's Offer Management team has final say on what qualifies for the SPIFF offering
- ❖ Lightpath has contractual final say to what qualifies for the SPIFF or not

New Jersey

- 999 Frontier Rd, Bridgewater
- **410 Commerce Blvd, Carlstadt**
- **777 Central Blvd, Carlstadt**
- 9 Wing Dr, Cedar Knolls
- **100 Delawanna Ave, Clifton**
- 2 Peekay Dr, Clifton
- 3003 Woodbridge Ave, Edison
- 150 Atlantic St Hackensack NJ 07601
- 101 Hudson St, Jersey City
- 111 Town Square Pl, Jersey City
- 210 Hudson St, Jersey City
- 95 Christopher Columbus Dr, Jersey City
- 865 Ridge Rd, Monmouth Junction
- 1 Gateway Ctr, Newark
- 165 Halsey St, Newark
- 5851 West Side Ave, North Bergen
- 492 River Rd, Nutley
- 16 Thornton Rd, Oakland
- 1719 Route 10, Parsippany
- 2 Sylvan Way, Parsippany
- 200 Webro Rd, Parsippany
- 61 Walsh Dr, Parsippany
- 101 Possumtown Rd, Piscataway
- 15 Corporate Pl, Piscataway
- 3 Corporate Pl, Piscataway
- 25 Corporate Pl, Piscataway
- 365 S Randolphville Rd, Piscataway
- 1008 Virgil Ave, Ridgefield ,
- 55 Challenger Rd, Ridgefield Park
- 1 S Corporate Dr, Riverdale

New Jersey (Continued)

- 1 Enterprise Ave N, Secaucus
- 15 Enterprise Ave N, Secaucus
- 105 Enterprise Ave S, Secaucus
- 110 Meadowlands Pkwy, Secaucus
- 2 Emerson Ln, Secaucus
- 200 Meadowlands Pkwy, Secaucus
- 275 Hartz Way, Secaucus
- 755 Secaucus Rd, Secaucus
- 800 Secaucus Rd, Secaucus
- 125 Belmont Dr, Somerset
- 200 Campus Dr, Somerset
- 800 Cottontail Ln, Somerset
- 50 Madison Rd, Totowa
- 701 Union Blvd, Totowa
- 705 Union Blvd, Totowa
- 1400 Wall Church Rd, Wall
- 1410 Wall Church Rd, Wall
- 1919 Park Ave, Weehawken
- 300 JFK Blvd E, Weehawken

New York

- 882 3rd Ave, Brooklyn
- 927 McDonald Ave, Brooklyn
- 480 N Bedford Rd, Chappaqua
- 47 Mall Dr, Commack
- 500 Commack Rd, Commack
- 401 Fieldcrest Dr, Elmsford
- 71 Clinton Rd, Garden City
- 501 Franklin Ave, Garden City
- 45 Oser Ave, Hauppauge

New York (Continued)

- 11 Skyline Dr, Hawthorne
- 17 Skyline Dr, Hawthorne
- 131 Hoffman Ln, Islandia
- 100 Williams St, NYC
- 111 8th Ave, NYC
- 25 Broadway, NYC
- 65 Broadway, NYC
- 32 Avenue Of The Americas, NYC
- 325 Hudson St, NYC
- 32 Old Slip, NYC
- 375 Pearl St, NYC
- 60 Hudson St, NYC
- 601 W 26th St, NYC
- 75 Broad St, NYC
- 85 10th Ave, NYC
- 1 Ramland Rd, Orangeburg
- 100 Dutch Hill Rd, Orangeburg
- 2000 Corporate Dr, Orangeburg
- 7 Teleport Dr, Staten Island
- 300 Long Meadow Rd, Sterling Forest
- 299 Long Meadow Rd, Sterling Forest
- 155 Myers Corners Rd, Wappingers Falls
- 1025 Old Country Rd, Westbury
- 360 Hamilton Ave, White Plains
- 1000 Woodbury Rd, Woodbury
- 1565 Front St, Yorktown Heights

Massachusetts

- 55 Middlesex Tpke, Bedford
- 22 Linnell Cir, Billerica
- 41 Alexander Rd Billerica
- 1 Summer St, Boston
- 230 Congress St, Boston
- 300 Bent St, Cambridge
- 1 Markley Way, Lowell
- 34 Saint Martin Dr, Marlborough
- 128 1st Ave, Needham
- 50 Innerbelt Rd, Somerville
- 70 Innerbelt Rd, Somerville
- 115 2nd Ave, Waltham
- 580 Winter St, Waltham
- 486 Arsenal Way, Watertown

Connecticut

- 6 Norden Pl, Norwalk
- 4 Armstrong Rd, Shelton
- 10 Riverbend Dr, Stamford
- 1351 Washington Blvd, Stamford
- 21 Harbor View Ave, Stamford
- 250 Harbor Dr, Stamford
- 26 Fahey St, Stamford
- 80 Merritt Blvd, Trumbull

Florida

- 2100 NW 84th, Doral
- 2132 NW 114th St, Doral
- 11234 NW 20th St, Doral
- 11300 NW 25th , Miami
- 1525 NW 98th, Miami
- 36 NE 2nd Ave, Miami
- 50 NE 9th St,, Miami
- 2115 NW 22nd St, Miami
- 100 NE 80 Terrace, Miami
- 475 NE 185th St, Miami

Pennsylvania

- 401 North Broad Street, Philadelphia

Virginia / DC

- 22175 Beaumeade Cir, Ashburn
- 44470 Chilum Pl, Ashburn
- 43881 Devin Shafron Dr, Ashburn
- 43915 Devin Shafron Dr, Ashburn
- 21691 Filigree Ct, Ashburn
- 21701 Filigree Ct, Ashburn
- 21711 Filigree Ct, Ashburn
- 21715 Filigree Ct, Ashburn
- 21721 Filigree Ct, Ashburn
- 44521 Hastings Dr, Ashburn
- 44790 Performance Cir, Ashburn
- 44274 Round Table Plz, Ashburn
- 22291 Shelhorn Rd., Ashburn
- 21830 UUNET Way, Ashburn
- 7400 Infantry Ridge Rd, Manassas
- 12098 Sunrise Valley, Reston
- 12100 Sunrise Valley Dr, Reston
- 12369 Sunrise Valley Dr, Reston
- 1828 L St, Washington DC

*** Red DCs require cross connects

SPIFF OTS/Wave Pricing

OTS 10G

Term	SPIFF %	New Price	Premiums
36	50%	\$748	Floor
36	75%	\$831	+10%
36	100%	\$880	+15%
36	200%	\$1,108	+25%
48	50%	\$696	Floor
48	75%	\$773	+10%
48	100%	\$819	+15%
48	200%	\$928	+25%
60	50%	\$650	Floor
60	75%	\$722	+10%
60	100%	\$765	+15%
60	200%	\$867	+25%

OTS 100G

Term	SPIFF %	New Price
36	50%	\$1,885
36	75%	\$2,094
36	100%	\$2,218
36	200%	\$2,513
48	50%	\$1,820
48	75%	\$2,022
48	100%	\$2,141
48	200%	\$2,427
60	50%	\$1,755
60	75%	\$1,950
60	100%	\$2,065
60	200%	\$2,340

- Wave Pricing for 10G and 100G
 - 1G and 400G Wave solution will not qualify for this SPIFF
 - Can not do 100G Waves down to Miami

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SPIFF DIA Pricing

DIA 1G

Term	SPIFF %	New Price	Premiums
36	50%	\$539	Floor
36	75%	\$599	+10%
36	100%	\$634	+15%
36	200%	\$719	+25%
48	50%	\$502	Floor
48	75%	\$557	+10%
48	100%	\$590	+15%
48	200%	\$669	+25%
60	50%	\$468	Floor
60	75%	\$520	+10%
60	100%	\$551	+15%
60	200%	\$625	+25%

DIA 10G

Term	SPIFF %	New Price
36	50%	\$1,001
36	75%	\$1,112
36	100%	\$1,178
36	200%	\$1,335
48	50%	\$931
48	75%	\$1,035
48	100%	\$1,096
48	200%	\$1,242
60	50%	\$870
60	75%	\$867
60	100%	\$1,023
60	200%	\$1,160

- DIA Pricing for 1G is based on 1G port
 - Cannot offer 1G DIA on 10G port
- DIA Pricing for 10G is based on 10G Port

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SPIFF DIA Pricing cont'd

DIA 2G

Term	SPIFF %	New Price	Premiums
36	50%	\$637	Floor
36	75%	\$701	+10%
36	100%	\$733	+15%
36	200%	\$796	+25%
48	50%	\$574	Floor
48	75%	\$632	+10%
48	100%	\$660	+15%
48	200%	\$718	+25%
60	50%	\$529	Floor
60	75%	\$582	+10%
60	100%	\$608	+15%
60	200%	\$661	+25%

DIA 3G

Term	SPIFF %	New Price
36	50%	\$683
36	75%	\$751
36	100%	\$786
36	200%	\$854
48	50%	\$615
48	75%	\$677
48	100%	\$708
48	200%	\$769
60	50%	\$568
60	75%	\$625
60	100%	\$653
60	200%	\$710

- 2G and 3G Pricing assumes it is on a 10G Port

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SPIFF DIA Pricing cont'd

DIA 5G

Term	SPIFF %	New Price	Premiums
36	50%	\$774	Floor
36	75%	\$852	+10%
36	100%	\$891	+15%
36	200%	\$970	+25%
48	50%	\$697	Floor
48	75%	\$767	+10%
48	100%	\$802	+15%
48	200%	\$872	+25%
60	50%	\$643	Floor
60	75%	\$708	+10%
60	100%	\$740	+15%
60	200%	\$805	+25%

- 5G Pricing assumes it is on a 10G Port

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