

Ooma®

Boost Your Earnings This Winter

Earn **3X**
on UCaaS,
Hospitality,
SIP, and
Teams*

3X
1-50 lines*

**Ooma
AirDial®**
POTS
Replacement

+2X
Bonus
51-200
lines*

+4X
Bonus
201+
lines*

+1x Bonus

for first deal
for partners

+1x Bonus

for AirDial deals booked
and installed in Q4
(Minimum 5 AirDial devices required)

**Requires 3+ year contract*

Contact your Channel Manager for more information, or reach out to channelsupport@ooma.com.

Terms & Conditions



1. SPIFF is for NEW Ooma customers only, effective for 3+ year contract term deals closed between November 1, 2025 - January 31, 2026.
2. SPIFFs are paid out on the following partner commission cycle after the customer's first invoice. If the customer activation is multi-location, ramp deployment, or other delayed billing, SPIFFs will be paid at a prorated amount based on percentage of customer billings. SPIFF amount is calculated based on invoiced and commissionable MRR.
3. New deals requiring ICB pricing with special customer terms, including but not limited to discounted licenses, hardware or professional services, delayed billing, reduced margin, all-in pricing and customer credits are subject to review and, in Ooma's sole discretion, may have a reduced SPIFF payout.
4. SPIFF awards with payouts greater than \$100,000 must be approved by Ooma before the deals are closed and are subject to installment payments.
5. SPIFF awards are subject to pro-rated chargeback if the customer cancels 25% or more of the original order within 6 months of the original signed quote/order date. Chargebacks will also be applicable for customer non-payment of invoices.
6. SPIFF award payouts apply only to services that are deployed and for which billing has begun within twelve (12) months of order submission. No SPIFF will be paid for services deployed or billed after twelve (12) months.
7. Stackable 1X for first deal for new partner is defined as a partner that has not previously closed a deal with Ooma.
8. Bonus SPIFF multiplier is eligible only for the related technologies and associated services; i.e. AirDial. Determination of relatedness is in Ooma's sole discretion. Any questions about whether technologies or services are related for purposes of the SPIFF multiplier must be asked before the deal is signed.
9. Blind RFP responses, where no direct customer relationship exists, are ineligible for SPIFF payouts.
10. Circuits and 3rd party services are not eligible for SPIFF offer.