

RingCentral



9X MRR. No Cap.

With no restriction on the maximum payout you can earn, RingCentral Reach partners who close 3-year deals for the following between now and December 31, 2025 will get:

9X MRR
RingCX

9X MRR
RingEX + RingCX

6X MRR
RingEX

Plus, all new product upsells to existing customers also qualify for **4X MRR!**

Questions? Reach out to your RingCentral Partner Manager for more information.

9X STACKABLE SPIFF Incentive

Terms and conditions apply: Offer valid for the Incentive Period. The **"Incentive Period"** is January 1 – December 31, 2025 for all Incentivized Sales for RingCentral Partners in the United States or Canada, and February 1 - December 31, 2025 for RingCentral Partners in all other regions. In order to participate in this 9X STACKABLE SPIFF Incentive (**"Incentive Program"**), you must be an active Channel Partner on file with RingCentral (as determined by RingCentral in its sole discretion) with a direct partner agreement with RingCentral or as a sub-Partner to a master agent or master broker (collectively, **"Master Broker"**) who has a partner agreement with RingCentral. To the extent permitted by applicable law and subject to these terms and conditions, RingCentral will pay you (or your applicable master agent or master broker (collectively, **"Master Broker"**)) a one-time bonus on MRR for an Incentivized Sale registered and closed during the Incentive Period as follows:

Incentivized Sale	One-Time Bonus Amount	
	For Top 1,000 Partners*	All Other Partners
Incentivized Upsell	4x MRR	3x MRR
Incentivized Stackable Sale of RingEX	6x MRR	5x MRR
Incentivized Stackable Sale of RingCX (requires purchase of RingEX)	9x MRR**	8x MRR**

*Based on aggregate annual recurring revenue, as determined by RingCentral in its sole discretion

**The number of RingCX licenses sold in the Incentivized Stackable Sale must equal 10% or more of the number of RingEX licenses sold in the Incentivized Stackable Sale in order for such Incentivized Stackable Sale to earn the stated bonus amount on non-RingCX MRR. If this threshold is not met, the non-RingCX MRR will receive instead the stated bonus amount for Incentivized Stackable Sales of RingEX. The RingCX MRR will receive the stated bonus amount for Incentivized Stackable Sales of RingCX regardless.

An **"Incentivized Stackable Sale"** is a Qualified Sale during the Incentive Period for a three-year or longer initial contract term of one or more Services to a new Customer. An **"Incentivized Upsell"** is a Qualified Sale during the Incentive Period for a three-year or longer initial contract term of a New Product to an existing Customer who is purchasing such New Product for the first time. **"New Product"** means "RingCentral Webinar," "RingCentral Video," "RingCentral for Frontline Workers," "RingSense", or "RingCX." An Incentivized Upsell must be registered in accordance with RingCentral's channel policies in order to be eligible for this Incentive Program. Incentivized Stackable Sales, and Incentivized Upsells, (collectively, **"Incentivized Sales"**) must be registered under a RingCentral-brand Partner ID, and Incentivized Sales are not eligible for any other incentive program for Incentivized Sales. The Customer account resulting from an Incentivized Sale (**"Qualified Account"**) must be activated during the Incentive Period. MRR for an Incentivized Sale is determined at the end of the month in which the applicable Qualified Account is activated and will exclude MRR for products, services, or offerings not explicitly referenced in these terms and conditions, such as RingCentral Events, third-party products and services, recurring professional service offerings, hardware rentals, and device-as-a-service offerings.

Stackable Bonus Illustration:

New MRR	Bonus	Bonus Payout
\$1,000	4X	\$4,000
\$1,000	6X	\$6,000
\$1,000	9X	\$9,000

If (A) an Incentivized Sale is canceled, in whole or in part, before RingCentral actually receives payment in full of at least nine months' subscription fees (**"Minimum Subscription Fees"**) for the cancelled units of Service sold as part of such Incentivized Sale or in a manner requiring RingCentral to provide a refund of any portion of the Minimum Subscription Fees already paid to RingCentral, or (B) RingCentral otherwise does not receive the Minimum Subscription Fees, then in each case, RingCentral shall be entitled to a refund equal to the full value of the one-time bonus paid in excess of the cumulative MRR received by RingCentral and not refunded to the Customer. If RingCentral is entitled to a refund of any portion of the bonus paid to you (or your applicable Master Broker) under this Incentive Program, to the extent permitted by applicable law, RingCentral may set off such refund amounts against any amounts owed by RingCentral to you (or your applicable Master Broker).

Demo sales, resales, and discounted sales for Partner's internal use do not qualify for this Incentive Program. RingCentral shall pay one-time bonuses under this Incentive Program on or around the last day of the month following the month in which RingCentral received payment from the applicable Customer of all amounts due for the First Payment. The **"First Payment"** means, with respect to an Incentivized Sale, the first regularly scheduled recurring payment in respect of such Incentivized Sale from the corresponding Customer. If you registered an Incentivized Sale under a Master Broker, such Master Broker is solely and exclusively responsible for determining in its sole discretion if, what, and when to pay you for such Incentivized Sale under this Incentive Program. RingCentral reserves the right in its sole discretion to modify or end this Incentive Program at any time. Capitalized terms used but not otherwise defined herein shall have the meanings as set forth in your (or your Master Broker's) relevant partner agreement (the **"Partner Agreement"**) with RingCentral. Except as expressly provided herein, the Partner Agreement and [RingCentral Channel Partner Terms](#) govern this Incentive Program.