



CASH for your VERTICAL EXPERTISE!

Between July 1 and December 31, 2025,
the top five RingCentral Reach partners that sell the most in the
healthcare, financial services, and/or SLED verticals will win*:

\$50,000

1st prize

\$25,000

2nd

\$15,000

3rd

\$7,500

4th

\$2,500

5th

QUESTIONS? CONTACT YOUR RINGCENTRAL PARTNER MANAGER FOR MORE INFORMATION.

*based on ARR registered and closed within the incentive period, as detailed in the below Terms & Conditions.

RingCentral

Vertical Contest Incentive

***Terms and Conditions apply:** Offer valid **July 1, 2025 – December 31, 2025** (the “**Incentive Period**”). In order to participate in this Vertical Contest 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, master broker (collectively, “**Master Partner**”) who has a partner agreement with RingCentral.

To the extent permitted by applicable law and subject to these terms and conditions, RingCentral will award a prize (as set forth below) to each of the five Partners, or their Master Partners, who during the Incentive Period generate the most aggregate recurring revenue in the healthcare, financial services, and/or SLED verticals, as recognized by RingCentral, (“**Monthly Vertical Revenue**”) from Incentivized Sales (each such Partner, an “**Overall Winner**”), subject to each Overall Winner generating at least the Minimum Threshold of aggregate Monthly Vertical Revenue for the applicable prize. An “**Incentivized Sale**” is a Qualified Sale of RingEX or RingCX (including RingCX related third party products) during the Incentive Period to a customer in the healthcare, financial services, and/or SLED verticals, as recognized by RingCentral.

Incentivized Sales must be registered under a RingCentral-brand Partner ID, and the Customer account resulting from an Incentivized Sale (“**Qualified Account**”) must be activated during the Incentive Period. Monthly Vertical Revenue for an Incentivized Sale is determined at the end of the month in which the applicable Qualified Account is activated and will exclude Monthly Vertical Revenue 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, except that Monthly Vertical Revenue for an Incentivized Stackable Sale of RingCX will include Monthly Vertical Revenue for third-party products and services that complement RingCX.

Demo sales, discounted sales for Partner’s internal use, and resale transactions do not qualify for this Incentive Program. RingCentral will pay amounts under this Incentive Program on or around 90 days after the Incentive Period ends. If 1) an Incentivized Sale is canceled, in whole or in part, (a) before RingCentral actually receives payment in full of at least six months’ subscription fees (“**Minimum Subscription Fees**”) for the cancelled units of a 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) during the applicable full refund or money-back guarantee period, or 2) RingCentral otherwise does not receive the Minimum Subscription Fees, then in each case, such Incentivized Sale will be disqualified from the Incentive Program (“**Disqualified Sale**”). RingCentral will not include Monthly Vertical Revenue from Disqualified Sales when determining Overall Winners, and Overall Winners may change due to a Disqualified Sale arising after the Incentive Period. If there is a change to Overall Winners, RingCentral shall be entitled to a refund equal to the full value of any prize paid to a Partner who has received an Overall Winner prize that such Partner is no longer entitled to. Capitalized terms used but not otherwise defined herein shall have the meanings as set forth in your (or your Master Broker’s) partner agreement with RingCentral (the “**Partner Agreement**”). Except as expressly provided herein, the terms of the Partner Agreement and the [RingCentral Channel Partner Terms](#) govern this Incentive Program. RingCentral reserves the right to modify or end this Incentive Program at any time.

Prizes:

Prize values are in USD. The Partner who generates the most aggregate Monthly Vertical Revenue will receive the first prize below. The Partner who generates the second most aggregate Monthly Vertical Revenue will receive the second prize below, and so on. In the case of a tie, the total number of Incentivized Sales closed by a Partner will be used to rank the tying Partners. The “**Minimum Threshold**” for each prize is \$5,000 in aggregate Monthly Vertical Revenue.

1) \$50,000 2) \$25,000 3) \$15,000 4) \$7,500 5) \$2,500

Notice of Prize or Bonus Eligibility:

Upon notification of winning, each Overall Winner (collectively, “**Winners**”) will have five (5) business days to claim the bonus or prize, as instructed by RingCentral. If RingCentral does not receive such claim from a Winner (or later substitute Winner), RingCentral reserves the right to disqualify the Winner and select a substitute Winner at its sole discretion. RingCentral is not responsible for and shall not be liable for late, lost, misdirected, or unsuccessful efforts to notify Winners. RingCentral reserves the right to verify the identity and accuracy of submitted information of a Winner and all relevant related parties prior to awarding a prize or bonus.

Limitations:

This Incentive Program is not available for any sales opportunity where Partner has been retained to provide consulting, systems integration, or neutral/objective advice to a governmental entity or a prime or subcontractor under a governmental contract. Partner shall make all required disclosures to any government (including federal, provincial, state or local government) customers, education end users, and customers purchasing products or services that will be reimbursed under a federal or state program or grant in each case describing all potential incentive payments for each transaction for which Partner is claiming an incentive. Partner also certifies that (a) it has not accepted any payments under the Incentive Program to the extent that they relate to the Partner's performance of a government prime contract requiring

Partner to provide neutral or unbiased advice to the government with respect to the types of technology products and solutions provided by RingCentral, and (b) that its acceptance of payments under the Incentive Program shall not violate any government rules or regulations, including those relating to conflicts of interest or kickbacks. Partner agrees to indemnify and hold harmless RingCentral for any loss, cost, fine, or other damages resulting from Partner's failure to observe this certification. Partner further acknowledges and agrees that RingCentral may terminate the Incentive Program or Partner's participation in it at any time in RingCentral's sole discretion and that RingCentral may elect to withhold or delay any payment to which Partner may be otherwise entitled hereunder (i) if RingCentral develops a reasonable suspicion that any part of this certification was or has become inaccurate, (ii) if RingCentral or Partner becomes the target of any government action or investigation in any way relating to the Incentive Program, or (iii) RingCentral decides in its sole discretion to discontinue the Incentive Program due to a change in the regulatory environment.

Taxes:

ALL FEDERAL, STATE, PROVINCIAL AND LOCAL TAXES, WHETHER LEVIED IN THE UNITED STATES OR ELSEWHERE ASSOCIATED WITH THE RECEIPT OR USE OF ANY PRIZE ARE SOLELY THE RESPONSIBILITY OF THE PRIZE RECIPIENT. In order to claim a prize, Partner may be required to complete (i) an affidavit or declaration of eligibility, liability, and publicity release and (ii) tax form in the United States, as applicable. Partner must sign and return such forms to RingCentral within seven (7) days of being notified by RingCentral of such requirement, or the Partner's prize or bonus may be voided in RingCentral's sole discretion. The prize or bonus value may be treated as ordinary income to the recipient for income tax purposes. Incidental expenses and all other costs and expenses which are not specifically listed as part of a prize or bonus in these terms and which may be associated with the award or the acceptance, receipt, and use of all or any portion of the awarded prize or bonus are solely the responsibility of the respective recipient.

Disclaimer and Limit of Liability:

TO THE FULLEST EXTENT PERMITTED BY LAW, RINGCENTRAL MAKES NO REPRESENTATIONS OR WARRANTIES OF ANY KIND, EXPRESS OR IMPLIED, REGARDING ANY PRIZE, BONUS, OR YOUR PARTICIPATION IN THE INCENTIVE PROGRAM. BY ENTERING THE INCENTIVE PROGRAM OR RECEIVING ANY PRIZE OR BONUS, EACH PARTNER AND/ OR WINNER AGREES TO RELEASE AND HOLD HARMLESS RINGCENTRAL AND ITS AFFILIATES (COLLECTIVELY, THE "RELEASED PARTIES") FROM ANY AND AGAINST ANY CLAIM OR CAUSE OF ACTION, INCLUDING, BUT NOT LIMITED TO, PERSONAL INJURY, DEATH, OR DAMAGE TO OR LOSS OF PROPERTY, ARISING OUT OF PARTICIPATION IN THE INCENTIVE PROGRAM OR RECEIPT OR USE OR MISUSE OF ANY PRIZE. THE RELEASED PARTIES ARE NOT RESPONSIBLE FOR: (1) ANY INCORRECT OR INACCURATE INFORMATION, WHETHER CAUSED BY PARTNERS, PRINTING ERRORS, OR BY ANY OF THE EQUIPMENT OR PROGRAMMING ASSOCIATED WITH OR UTILIZED IN THE INCENTIVE PROGRAM; (2) TECHNICAL FAILURES OF ANY KIND, INCLUDING, BUT NOT LIMITED TO MALFUNCTIONS, INTERRUPTIONS, OR DISCONNECTIONS IN PHONE LINES OR NETWORK HARDWARE OR SOFTWARE; (3) UNAUTHORIZED HUMAN INTERVENTION IN ANY PART OF THE INCENTIVE PROGRAM; (4) TECHNICAL OR HUMAN ERROR WHICH MAY OCCUR IN THE ADMINISTRATION OF THE INCENTIVE PROGRAM; OR (5) ANY INJURY OR DAMAGE TO PERSONS OR PROPERTY WHICH MAY BE CAUSED, DIRECTLY OR INDIRECTLY, IN WHOLE OR IN PART, FROM PARTNER'S PARTICIPATION IN THE INCENTIVE PROGRAM OR RECEIPT OR USE OR MISUSE OF ANY PRIZE OR BONUS.

IN NO EVENT SHALL RINGCENTRAL BE LIABLE TO ANY PARTNER OR ANY THIRD PARTY FOR SPECIAL, INDIRECT, INCIDENTAL, OR CONSEQUENTIAL DAMAGES WHETHER ARISING UNDER CONTRACT, WARRANTY, TORT (INCLUDING NEGLIGENCE OR STRICT LIABILITY), OR ANY OTHER THEORY OF LIABILITY. RINGCENTRAL'S TOTAL LIABILITY FOR ANY AND ALL DAMAGES, REGARDLESS OF THE FORM OF THE ACTION, SHALL BE LIMITED AND CAPPED IN THEIR ENTIRETY TO THE CASH VALUE OF THE FIRST PRIZE. THE LIMITATION OF LIABILITY REFLECTS THE ALLOCATION OF RISK BETWEEN THE PARTIES.