







Innovation brings rewards.

With no limit on the maximum you can earn from each sale, RingCentral Reach partners who upsell 3-year deals for new products to existing customers between July 1 and December 31, 2025 can earn*:



4XMRR

Included products:

 RingCX	 RingCentral AI Receptionist¹	 RingSense
 RingCentral Webinar	 RingCentral Video	 RingCentral for Frontline Workers

*TERMS AND CONDITIONS APPLY.
FOR MORE INFORMATION, CONTACT YOUR RINGCENTRAL PARTNER MANAGER.

¹ WHERE AVAILABLE

RingCentral

4X Upsell SPIFF Incentive

***Terms and conditions apply:** Offer valid for the Incentive Period. The “**Incentive Period**” is July 1 – December 31, 2025 for all Incentivized Upsells for RingCentral Partners. In order to participate in this 4X UPSELL SPIFF Incentive (“**Incentive Program**”), you must be an active Channel Partner on file with RingCentral (as determined by RingCentral in its sole discretion) who is subject to a RingCentral commissions plan that, aside from temporary incentive payments or spiffs, provides for residual commissions only (i.e., no permanent upfront commissions). 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**”)) for each Incentivized Sale registered and closed during the Incentive Period a one-time bonus as follows:

Incentivized Upsell	One-Time Bonus Amount
Upsell to existing customer	4x MRR

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”, “RingCX,” or “RingCentral AI Receptionst,” where such products are made available by RingCentral, at its own discretion. An Incentivized Upsell must be registered in accordance with RingCentral’s channel policies in order to be eligible for this Incentive Program. Incentivized Upsells must be registered under a RingCentral-brand Partner ID, and Incentivized Upsells are not eligible for any other incentive program for Incentivized Upsells. The Customer account resulting from an Incentivized Upsell (“**Qualified Account**”) must be activated during the Incentive Period. MRR for an Incentivized Upsell 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.

Upsell Bonus Illustration:

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

If (A) an Incentivized Upsell 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 Upsell 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 Upsell, the first regularly scheduled recurring payment in respect of such Incentivized Upsell from the corresponding Customer. If you registered an Incentivized Upsell 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 Upsell 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.