



# Workforce Management SPIFF

EARN  **3X**  MRR

For a limited time, SuccessKPI is rewarding TSD partners with a one-time SPIFF worth 3X the Monthly Recurring Revenue (MRR) for every eligible Workforce Management deal closed!

## ▶ How You Win ◀

**1**  
Include  
Workforce Management  
(WFM) in your deal.

**2**  
Close with a net  
new customer before  
Dec 31, 2025.

**3**  
Earn a SPIFF payout  
after the customer's  
first invoice is paid in full.

**More WFM Sales = Bigger SPIFF Payouts!**

Contact your Partner Manager today to get started!

# One-Time SPIFF Campaign – Terms and Conditions



## Eligibility

- This SPIFF campaign is open to active TSD partners in good standing as of the campaign period.
- Partners must be under an active partner agreement with TSD.

## SPIFF Details

- Partners will receive a one-time SPIFF equal to 3X Monthly Recurring Revenue (MRR) for each eligible deal.
- To qualify, the deal must include Workforce Management (WFM) as a line item.
- The SPIFF will be calculated based only on the MRR associated with the WFM SKU. While WFM requires BI & Reporting, this incentive applies exclusively to WFM revenue. But this SPIFF is based only on the MRR of WFM SKU. (Any discounting on specific line items will be applied to the entire deal on a proportional basis for purposes of calculating the SPIFF. (For ex. if we quote the customer a deal that heavily discounts Power Package while WFM is at full price, that discount will be proportionally applied to both PP and WFM).

## Deal Qualification

- Only deals signed by the customer on or before December 31, 2025, are eligible.
- The customer must be net new, with no existing contract for the services included.

## Payment Terms

- The SPIFF will be paid after the customer pays their first invoice on contractually recurring products in full.
- SPIFF payments are subject to standard processing and approval timelines.

## General Conditions

- The campaign is subject to change or termination at any time at the company's sole discretion.
- All decisions regarding eligibility and SPIFF calculation are final.