

INTRODUCING XTIMUM's 2H 2025 SPIFF

Product	Term	Spiff	Gross Margin
All Core Services: Managed Cloud (DaaS/IaaS/Teams Voice/Webex Calling) Managed Operations (Help Desk/Field Services) Managed Network (MNS/NaaS/Infrastructure Support) Managed Security (MDR)	36 Months	2X	> 40%
		1X	> 30%
		0X	< 30%

The better we do, the better you do

Terms and Conditions: *This promotion is based on New Logo opportunities with a minimum of 100 Seats of eligible services and a Term equal to or greater than 36 months. Opportunities with a gross margin of 40% or greater will be eligible for a 2X SPIFF, opportunities with a gross margin between 30% and 39% will be eligible for 1X SPIFF, and opportunities with a gross margin below 30% will not be eligible for a SPIFF. Opportunities must be registered between 7/1/2025 and 12/31/2025 and close before 6/30/2026. Payment of the SPIFF will occur following the complete installation of the services on the executed Sales Order. The payable SPIFF promotion will be based on the total sold and installed MRCs less applicable taxes, fees, and surcharges and is not payable on any non-recurring revenue, Professional Services, Hardware, Microsoft licensing, including but not limited to Office 365 and Azure, Cisco Umbrella, or other resold services such as Mimecast, RMM, MFA, etc. Opportunities where XTIMUM is placed in a competitive bidding situation, including RFPs, will not be eligible for a SPIFF. The total SPIFF amount paid on any individual account will not exceed \$250,000 and may be reduced if additional discounting or other pricing concessions are provided. Agents will have the ability to request information on the gross margin of the opportunity prior to signature. Any reductions, cancellations, or early terminations of the executed sales order may result in a chargeback of the SPIFF payment. Final determination of compliance with the above terms is at XTIMUM's sole discretion and XTIMUM reserves the rights to discontinue the promotion at any time without notice.*



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