

2025 Q4 Break the Bank Incentives

Partnering for Success: Enrolling a New or Renewed Sub-Agent with Zayo

Become a new or renewed sub-agent of Zayo. You must have a partner contract and no signed deals with Zayo in the last 12 months.

Earn up to **30K** on the first two deals

- 1x MRC payout (up to \$15K) for each of the first two deals
- Incentive payout cannot exceed the amount of the deal MRC
- No MRC minimum
- Signed contract with 24 month minimum

Maximizing Revenue: Managed Edge Solutions

Takeover an existing SD WAN and/or SASE, managed services or voice solution not managed by Zayo, or sell a new managed edge solution.

1X or **2X** Up to 100K

- 1X MRC Signed contract with 24 month minimum
- 2X MRC signs contract with 36 month minimum
- Maximum payout of \$100K
- May be an existing Zayo* or non-Zayo customer

Maximizing Revenue: Zayo Voice / Zayo UC+

Sell Zayo's newly introduced Zayo Voice and Zayo UC+ with RingCentral to new logos and existing* customers

6X MRC one-time payout

- \$500 MRC minimum
- Signed contract with 36 month minimum

Reach out to your **channel manager** for more information.