

EMAIL SUBJECT: LIMITED TIME OFFER | 1X PAYOUT THRU DECEMBER 31ST PILOT PROGRAM



Dear Partner ~

I would like to personally thank you for being a great Rackspace partner! To show our appreciation for you being a member of our partner network, we'd like to offer you the opportunity to increase your commission payouts through the end of the year 2017 with participation in Rackspace's invitation-only pilot program for partners to receive an additional 1X payout on New Logos (as defined below)!

For a limited time, in addition to your standard commission payout, we'll award you with an additional **1X PAYOUT OF THE MONTHLY RECURRING FEE LISTED IN THE CUSTOMER CONTRACT** if you meet the minimum requirements below.

It's simple! Here's how you can enter to participate in the promotion:

- Register a Qualified Lead* with promo code **SINGLE17**
 - Qualified Leads must be submitted through the [Rackspace Partner Portal](#) between July 1, 2017 and December 31, 2017, per the Rackspace Partner Agreement, and meet Rackspace approval criteria.
 - Since I was out of the office yesterday and you happen to submit any leads either yesterday or today (the 2nd) please let me know and I will address.
- Qualified Leads must be a New Logo** and convert to a New Contract by December 31, 2017.
- Environment must be online and invoiced by March 31, 2018.

What leads qualify for this promotion?

This invitation to participate in the pilot program is only applicable to the above named Rackspace partner, is non-transferrable and subject to the following requirements and limitations:

- All leads must be submitted through the [Rackspace Partner portal](#), per the Rackspace Partner Agreement and meet Rackspace approval criteria.
- All leads must include the campaign/promo code: **SINGLE17**
- The promotion shall only apply to Single Tenant*** New Logo, Qualified Opportunities that convert to a New Contract (min. 12 mos.) by December 31, 2017
- All eligible New Contracts must exceed \$10,000.
- Commission shall become due and payable, and shall be paid to you within ninety (90) calendar days after the New Customer has paid in full three (3) consecutive months of invoices under the New Contract.
- Eligibility for one-time commission payout will not qualify you for a program tier change
- The MAXIMUM 1x commission payout per eligible deal is capped at \$150,000.

* “Qualified Opportunity” means an opportunity for a sale by Rackspace in the normal course of business through a registration process agreed to by the parties in the Rackspace Partner Agreement. To be a Qualified Lead, you must independently identify the opportunity and verify that Rackspace has not already qualified such an opportunity, and the registration must occur before the agreement with Rackspace is executed. To register a New Contract or Qualifying Resale, you must identify the customer or prospect using the process detailed in the Rackspace Partner Agreement.

** “New Logo” means a new customer purchasing Single-Tenant hosting services from Rackspace for the first time.

*** “Single-Tenant” means Rackspace dedicated hosting services in the Managed Colocation, Managed, and Intensive service levels/segments, Rackspace Private Cloud, Rackspace Private Cloud Powered by Microsoft®, VMWare solutions, and Rackspace Managed Security (“RMS”) for Rackspace dedicated hosting service offerings.

GENERAL CONDITIONS. This offer is subject to the terms and conditions set forth in the Rackspace Partner Agreement. This additional payout will be awarded to Rackspace Partner in addition to the commission payout as specified in the Rackspace Partner Agreement and not to an individual employee of the Rackspace Partner. Rackspace disclaims any and all liability or responsibility for disputes arising between an employee and their employer related to this matter. Rackspace reserves the right at its sole discretion to disqualify any Rackspace Partner it finds to be attempting to tamper with or undermine the entry process and/or the legitimate operation of this promotion; to violate these rules; or to act in an unsportsmanlike or disruptive manner or with the intent to annoy, abuse, threaten, or harass any other person. If, for any reason, the promotion is not capable of running as planned, including infection by computer virus or bugs, tampering, unauthorized intervention, fraud, technical failures, or any other causes beyond our control, which corrupt or affect the operation, administration, security, fairness, integrity, or proper conduct of this promotion, Rackspace may, in its sole discretion, void any suspect entries and (a) cancel or terminate the promotion (or any portion thereof); or (b) modify the promotion or suspend the promotion to address the impairment and then resume the promotion in a manner that best conforms to the spirit of these rules. Rackspace reserves the right to terminate this offer and the pilot program at any time, in its sole discretion.