

July 1 – September 30, 2017

# XO Summer Spiff

100% UPFRONT ON ORDERS OF \$1,500+

## Introducing the *Summer Spiff from XO.*

Between July 1, 2017 and September 30, 2017, XO will pay an up-front bonus of 100% of the MRC for qualified New Logo Sales of XO Services in existing XO/Verizon On-Net Buildings.

### Qualifying Sales

Include ONLY New Logo Sales of XO Services that meet the following criteria:

- A Minimum \$1,500 total MRC (excludes usage, taxes, and other surcharges) with at least one Service location in an existing XO/Verizon On-Net Building
- A Minimum 24-month Service term for Services purchased at existing XO/Verizon On-Net Buildings
- A Complete XO Sales Order (as that Term is defined in the XO Partner Agreement)
- XO Collaboration (“XOC”) program deals do not qualify for the SPIFF

### SPIFF Payout

The SPIFF payout is capped at \$5,000 per sale.

- The SPIFF will be paid on orders submitted and order verified (OV) by September 30, 2017 and ready for order entry (RFOE) or “commissionable” no later than October 13, 2017.
- For multi-location orders, the SPIFF will be based on the total MRC of the order, with a minimum of one location On-Net.
- The SPIFF set forth above, as well as Partner commissions, are subject to change if the opportunity is submitted through the Individual Case Basis (ICB) process.
- The SPIFF is available at all pricing levels obtained through MasterStream, the Partner Support Center Quote Desk and / or your Partner Sales Manager.
- The SPIFF will not be calculated based on taxes and other applicable surcharges.

FOR MORE INFORMATION, CONTACT YOUR XO PARTNER SALES MANAGER  
OR MESSAGE [PARTNERMARKETING@XO.COM](mailto:PARTNERMARKETING@XO.COM)



## Terms & Conditions

- All orders are subject to audit by XO.
- If customer cancels Service before installation, or if customer terminates Service or Service is disconnected for non-payment within six months after installation, the SPIFF will be charged back in accordance with the Partner Agreement.
- Partner is responsible for paying any required taxes on SPIFF payouts.
- A Complete XO Sales Order is necessary for an activity to be commissionable. The Complete XO Sales Order is to contain the package of material XO determines in its sole discretion constitutes an order.
- Renewals and upgrades to existing Services do not qualify for SPIFF consideration.
- XOC deals do not qualify for SPIFF consideration.
- Partner must agree to ALL SPIFF terms.
- Partner must immediately refer any press inquiries regarding XO or the XO Business Partner Program to Jennifer Garcia at [Jennifer.m.garcia@xo.com](mailto:Jennifer.m.garcia@xo.com).
- All future co-branded communications with XO mentioned or containing the XO logo must be approved by XO Marketing in writing prior to public release.
- To the extent any terms of this SPIFF or the Partner Agreement are violated, the SPIFF will cease immediately.
- XO reserves the right to change, cancel OR TERMINATE this SPIFF program at any time WITHOUT FURTHER LIABILITY TO THE PARTNER.
- Contact your XO Partner Sales Manager, or Channel Sr. Sales Manager with additional questions.