

# Comcast Business Ethernet and ActiveCore<sup>SM</sup> SPIF

## Go Big. Go Beyond. Earn More!

### There is no better time to sell ActiveCore and Business Ethernet to your customers - you can earn up to 2X Monthly Recurring Revenue (MRR).

- 1X Monthly Recurring Revenue on \$5000+ multi-site Ethernet sales
- 2X Monthly Recurring Revenue on any multi-site ActiveCore SD-WAN or Managed Router sales, 2x on the corresponding bandwidth underlay, and higher commissions\*
- 1X Monthly Recurring Revenue on any Comcast Business Ethernet sales for Solutions Provider partners that have not sold Comcast Business Ethernet in the last 13+ calendar months

#### The specifics:

- New customers and qualifying additional sites or additional locations for existing customers only. Upgrades or other changes for existing customers do not qualify.
- Sales must be Order Accepted during the eligibility period to qualify.
- Business Ethernet sales require minimum 3-year contract terms.
- Equipment fees, custom installation fees, professional service fees and other non-recurring charges which can be amortized into monthly recurring charges do not qualify for SPIF.
- In the event that a sale meets two or more of the three SPIF payouts, only the single highest compensation level will apply and be paid.

#### Eligibility Period: January 22 - April 21, 2019

Sales must be Order Accepted between 1/22/19 - 4/21/19.

#### Eligible Recipients:

All Comcast Business Solutions Provider partners in good standing are eligible for this SPIF. **For More Information, Contact Your Comcast Business Partner Sales Manager.**

## COMCAST BUSINESS

### SOLUTIONS PROVIDER PROGRAM

\*Please contact your Master Agent for information regarding commissions.

#### Exclusions and Exceptions

Off-net/Type 2 circuits sold as part of a multi-site deal will be compensated per contract but do not qualify for SPIF payments. Trunking and Advanced Voice (i.e. PRI, SIP) do not count towards the SPIF payout. Comcast is not obligated to provide prior notice if SPIF ends early. Comcast reserves the right to exclude agents from SPIF if Comcast determines in its sole discretion that agent has acted in a fraudulent manner. Equipment Fees do not qualify for SPIF payment. Sales must conform to Comcast Business Guidelines of Cooperation. For sales occurring under "teaming" or channel integration rules, Comcast reserves the right to adjust qualifying revenue based on the CSPP's respective board credit.

#### Terms and Conditions

Restrictions apply. Services not available in all areas. Valid 1/22/19 - 4/21/19. For this purpose, Solutions Provider sales partner is defined as the sales partner of record within the Comcast Indirect order system. Incentive for Comcast service only. Comcast reserves the exclusive right at its sole discretion to limit or exclude specific sales that have been discounted outside of normal published discounts. All qualified contracts must be marked as Order Accepted during the incentive period by Comcast's internal processing team. Minimum 3+ year terms and to new customers or, if sold to an existing customer, must include a new qualifying LOB to be considered eligible for SPIF payment. The SPIFs outlined in this flyer are not "stackable." Any sales not currently allowed or commissionable in Comcast's Master Agent or Direct contracts will be excluded from this promo. Normal residual commission rates apply. Solutions Providers only are eligible for this program. Comcast reserves the right to reclaim incentive payments if terms and conditions are not met, the order cancels, or if early termination of services occurs. Comcast reserves the exclusive right at its sole discretion to modify the Terms and Conditions of this promotion, up to and including the cancellation of the program without prior notice. Any Comcast-provided equipment must be returned in good working order. Early termination fee applies. Equipment, installation, taxes, franchise fees, the Regulatory Recovery Fee and other applicable charges (e.g., per-call or international charges) extra. Service (including 911/emergency services) may not function after an extended power outage. Call your Comcast Business Partner Sales Manager for restrictions or complete details. Comcast © 2019. All rights reserved.

#### Comcast Business SD-WAN

##### Enabling Digital Transformation

Improved performance, centralized management, lower costs and tighter control all built on the Comcast Business ActiveCore<sup>SM</sup> platform.

#### Comcast Business Ethernet

##### Reliable, Resilient Design

High network availability, minimal latency and low packet loss.

##### Fully Scalable Solutions

Symmetrical dedicated bandwidth configurable from 2Mbps to 10Gbps.

##### Broad and Diverse Network

Your information travels across our own enhanced fiber network with 149,000 national route miles of fiber.

##### Redundant Core Architecture

Rapid recovery time from network incidences.

#### Comcast Business Internet

Speeds up to 1 Gig.