

SUMO SIZE

PROMO up to

8x MRR

HEAVIER THAN EVER!

For every approved new deal registration submitted between **October 01, 2018 and December 31, 2019**, which results in a signed customer deal and related booking between July 01 and December 31, 2019, you earn a one-off bonus up to 8x the MRR (monthly recurring revenue) amount, calculated as follows:

- 3x MRR** amount of the closed deal
- +
- 1x MRR** amount for closed deals of 500+ users -or-
- 2x MRR** amount for closed deals of 1,000+ users
- +
- 1x MRR** (pro-rated) on the committed 12-month activation
- +
- 1x MRR** for 6-month prepayments -or-
- 2x MRR** for 12-month prepayments



DEAL TERMS	INCENTIVE AMOUNT
3 years at \$24k MRR	\$24k MRR x 3 = \$72k
Bonus for 1,000+ user deals	\$24k MRR x 2 = \$48k
50% activation commitment within 12 months	\$24k MRR x 50% = \$12k
6 months paid in advance	\$24k MRR x 1 = \$24k
TOTAL	\$156K

TERMS & CONDITIONS

- Current Fuze Partners, as well as Agents under an active contract with a Fuze-approved Master Agent qualify
- Applicable to all partner-originated, **referral-only** opportunities resulting in a signed customer agreement and corresponding sales booking between July 01, and December 31, 2019, provided that the related deal registration is submitted and approved between October 01, 2018 and December 31, 2019, and is active at the time of deal closure

- New customers only, on a minimum of 36-month term contract. Upsells, upgrades, or renewals do not qualify
- No minimum deal size
- Incentive bonus is calculated on the MRR amount for Fuze products only, and is capped at \$500,000 per eligible customer deal. Third-party hardware and software, and network and professional services do not qualify
- Incentive payout is in one installment, 30 days following customer contract signature. In the event a customer contract is accepted with no pre-payment terms, the incentive payout will occur once payment for a minimum of 10% of the total contract value has been collected from the customer
- If the customer contract is terminated, bonus payment will be pro-rated and offset with due commissions or reimbursement in the absence of future commissions
- Incentive bonus must not be passed to end-customers or any other person
- Committed 12-month activation amount is the percentage of the overall contract total that the customer is contractually committed to activate within the first twelve (12) months. The minimum amount to qualify for the 1x MRR activation commitment incentive (only) is 50% of the total contract amount
- Incentive is not cumulative with other Fuze promotions
- Fuze reserves the right to modify this promotion at any time

