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# Verizon Partner Program News

Earn a bonus for migration of XO Technology Upgrade Products to Verizon!

## XO 5 + 5 Promo!

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From October 2, 2019 through December 31, 2019, select VPP Program Members can earn a **one-time bonus payout AND monthly Fee payments on VRD TBR for 5 years** for migrating customers with XO Technology Upgrade products to Verizon services.

### Offer

- A 5% one-time payout based on Annual Booking Value (ABV) at order issuance **AND** monthly Fee payments for five (5) years based on TBR from VRD Orders.
- Applies to customers who migrate XO Technology Upgrade products\* to Verizon services.

\*XO Technology Upgrade products include: ISDN PRI, IVR-ICR CCOD, Business lines, VOIP Origination, XO SIP, TDM-IA; TBTC (ALGX) & Xoptions, Business Trunks, XO Conferencing, Hosted Security, Centrex, CDN, DSL, Site Security, Broadband Internet.

- The promotion may apply to XO Migrate products\*\* if a holistic migration of XO Technology Products and XO Migration products is in the customer's best interest. Customer must have an XO Technology Upgrade product(s).

\*\*XO Migrate products include: Ethernet, Ethernet Hub, MPLS IP-VPN, MPLS VPLS, Dedicated internet access (DIA), XO IP Flex, XO ESIP, XO hosted PBX, Managed services (managed router), Application Performance Management (APM), Private line –TDM/Hub –TDM.

### Promo Details

- Orders under this promotion must be OE Submit Date for fee-eligible Verizon services during the period October 2, 2019 to December 31, 2019
- To qualify for the promotion, opportunities must be "Closed Won" and tagged "XO Migration." The Lead ID must be added to "Comments" section
- **Available to select VPP Program Members who have previously received a lead as part of XO campaigns from Verizon for migration of XO customers with Technology Upgrade products.**
- Up-front bonus is based on ABV per the Agent Product Table
- Monthly Fees are based on TBR for customers eligible under the terms of this promotion and remain in good standing for a period of five (5) years regardless of the Term Commitment associated with those Orders, provided the original services ordered under this promotion continue to bill during the five (5) year period (as identified in VRD with a Service Instance ID). – VRD ONLY
- Eligible customer segments: **Medium and Mid-Markets only**
- OTM XO Campaigns are not eligible for this promotion



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- Capitalized terms not defined in this promotion are defined in your VPP agreement including the Program Manual. All other terms and condition from your VPP MSA and Program Manual apply to this promotion, including but not limited to:
    - Service Retention Requirement: 180 days after the service is installed
    - Termination for Convenience: Max 3-year payout
    - Reporting Discrepancies: Documented via Workflow within 90 days of the discrepancy

Partners are asked to join their dedicated XO migration "war room" sessions to address any questions!

