
Verizon Partner Program News

July 1, 2019

Attention Sales Hunters! Earn a bonus for bringing new logos to Verizon!

5 + 5 Promo! ▲

If you are a natural sales “hunter,” it is your time to shine! From July 1, 2019 through December 31, 2019, VPP Program Members can earn a **one-time bonus payout AND monthly Fee payments on VRD TBR for 5 years** for sales of Verizon services under a **new logo NASP**.

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.
- For purposes of this promotion and in lieu of the definition in the Program Manual, “New Logo” is defined as an entity that had no prior service with Verizon or zero billing with Verizon since January 1, 2018. Subsidiaries of an existing entity that has existing services with Verizon are not considered New Logos under this promotion.

Promo Details

- Orders for qualified New Logos must be OE Submit Date for fee-eligible Verizon services during the period July 1, 2019 to December 31, 2019
- Up-front bonus is based on ABV per the Agent Product Table
- Monthly Fees are based on TBR for New Logo customers 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**
- 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

To qualify for the bonus, please continue submitting New Logo requests via the ACR. You may **include “New Logo” in the comments** to help us to expedite the NASP type assignment and provide partner protection.

Questions? Contact your Verizon Channel Manager.

For additional information regarding New Logo Promotion M&Ps, sign into PRM then visit:

<https://prmportal.verizon.com/sfc/#version?selectedDocumentId=0691O00000AUY75>



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