

Comcast Business

1X Ethernet SPIF

New Customers! New Locations! New Earnings!

Earn 1X Monthly Recurring Revenue (MRR) on all new Comcast Business Ethernet sales that total \$1,500 or more!

It's an all "New" Comcast Business Ethernet SPIF—Earn 1X MRR on all qualifying Ethernet sales to new customers and new locations.

The Specifics

- Sales must use fiber transport type for the following services to qualify: Ethernet Dedicated Internet (EDI), Ethernet Private Line (EPL), Ethernet Virtual Private Line (EVPL), and Ethernet Network Service (ENS) are eligible.
- New customers or new locations only. Upgrades or other changes for existing customers or locations do not qualify.
- 1X MRR on Business Ethernet sales totaling at least \$1,500*
- Sales must be Order Accepted during the eligibility period to qualify.
- Requires minimum 3-year contract term.
- 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.
- May not be combined with any other current Comcast Business SPIF, unless specifically defined. In the event that a sale meets two or more current SPIF payouts, only the single highest compensation level will apply and be paid.
- Comcast Business reserves the right to change or cancel this SPIF without prior notice.

Eligibility Period: October 22, 2019 – January 21, 2020

Sales must be Order Accepted between 10/22/19 – 1/21/20.

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

* 1X applies to all eligible MRR in the sale, however the included Business Ethernet billing in the applicable sale must be \$1,500 or greater to qualify.

Exclusions and Exceptions

Trunking and Advanced Voice (i.e. PRI, SIP) or non-Business Ethernet services do not count towards the SPIF achievement. 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.

Terms and Conditions

Restrictions apply. Services not available in all areas. Valid 10/22/19 – 1/21/20. 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. Services must be sold at standard rates. All qualified contracts must be marked as Order Accepted during the incentive period by Comcast's internal processing team. Minimum 36-month contract required. Solutions Providers will be paid in the first standard commission payment cycle after order acceptance. 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 right to change or cancel the program without 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
Ethernet**

Reliable, resilient design

High network availability, minimal latency and low packet loss

Broad and diverse network

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

Fully scalable solutions

Symmetrical dedicated bandwidth configurable from 2Mbps to 10Gbps

Redundant core architecture

Rapid recovery time from network incidences