

SPIFFS – JULY 2025



\$200,000

SPIFF Award

**The first partner to close/win
an eligible new customer order
of \$80k+ MRC will be awarded
\$200k!**



This SPIFF program runs from 07/01/2025 through 09/30/2025 (the “SPIFF Eligibility Period”) and pays out a single \$200,000 to the Partner who closes the first Eligible New Customer Order of \$80,000+ MRC (the “SPIFF Award”). • The SPIFF will close automatically after the SPIFF Award, or if no SPIFF Award is made, at the end of the SPIFF Eligibility Period. • An Eligible New Customer Order must meet the following requirements in order to qualify for the SPIFF Award: (i) the customer on the order must be new to TPx and registered on or after July 1, 2025, with no current or pending quotes, proposals or service agreements prior to July 1, 2025; (ii) the order must have an initial term length of 36 months or longer and have an MRC of \$80,000 or more (Note: Microsoft 365 MRC is excluded from the measurement), (iii) the pricing must not be subject to special discounting (NSR), except where expressly approved by the Channel SVP; and (iv) the order must be signed and closed/won within TPx systems by the close of the SPIFF Eligibility Period. • Where multiple Eligible New Customer Orders are received, determination of the winning Partner will be based on the date the Eligible New Customer Order is signed by customer and returned to TPx. A “Partner” means the individual sales consultant who originated and delivers the Eligible New Customer Order. • This SPIFF cannot be combined with other SPIFFs, and the Partner may choose between available SPIFFs where applicable. • SPIFFs calculated and paid after installation • SPIFFs paid on first commission cycle once customer has been billed • Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback • TPx reserves the right to amend or terminate this SPIFF program without notice

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Anchors Away!

UCx Contact Center has almost landed...

UCx Contact Center: 3X MRC

Ask your Channel Manager for the latest news about UCx Contact Center from TPx.



SPIFF program effective for eligible sales closed between 7/1/25 and 7/31/25 (signed/dated and closed/won in TPx systems) • UCx Contact Center 3X is for new customer sales • New customer is defined as contracted business with no existing services from TPx • UCx Contact Center for existing customer sales is 1X • 3-yr minimum term to qualify • Excludes renewals and moves • Reconfigs and upgrades are not eligible, except with prior written approval from Channel SVP • All sales requiring special pricing (NSR) are not eligible, except with prior written approval from Channel SVP • SPIFFs calculated and paid after installation • SPIFFs paid on first commission cycle once customer has been billed • Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change program without notice

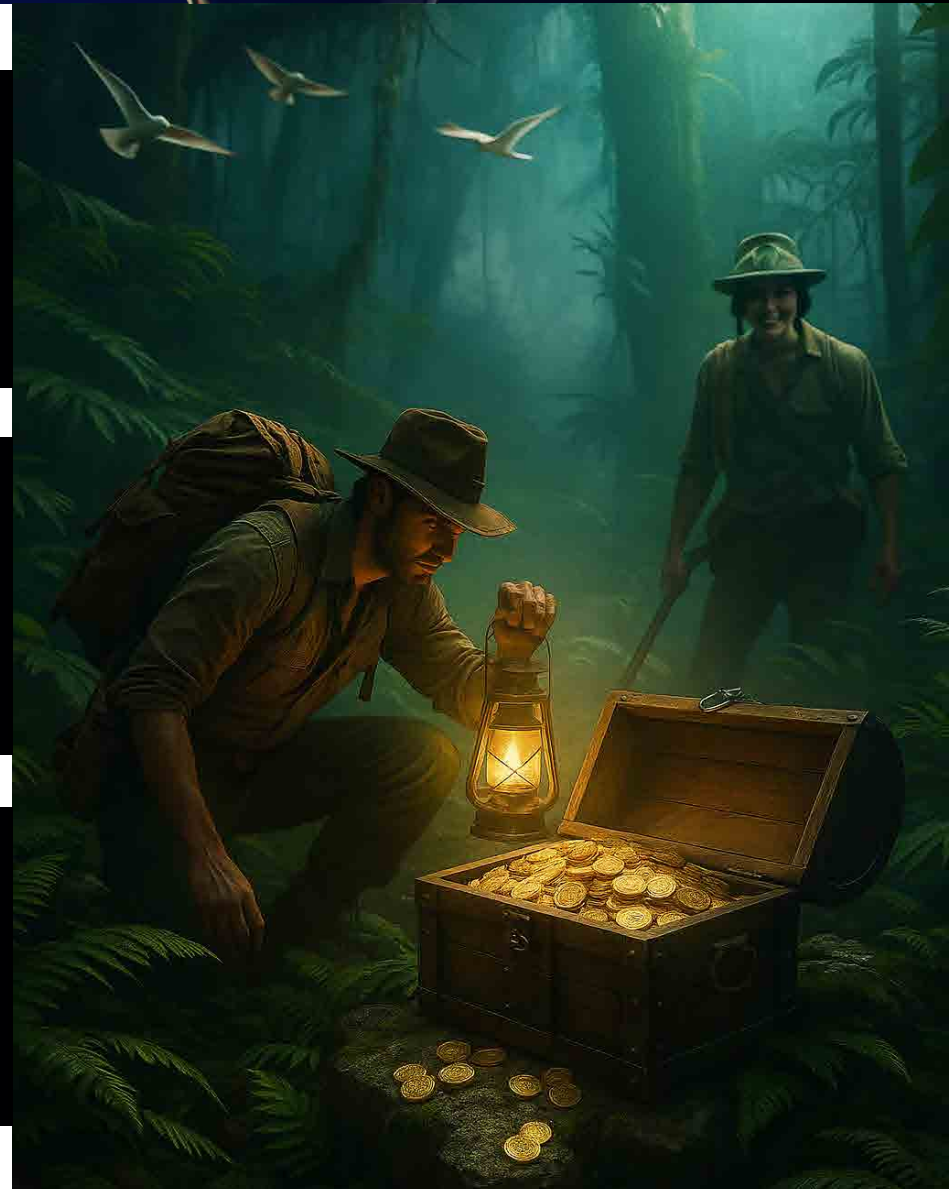
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UCx with Microsoft Teams: 6X MRC

UCx with Webex: 5X MRC

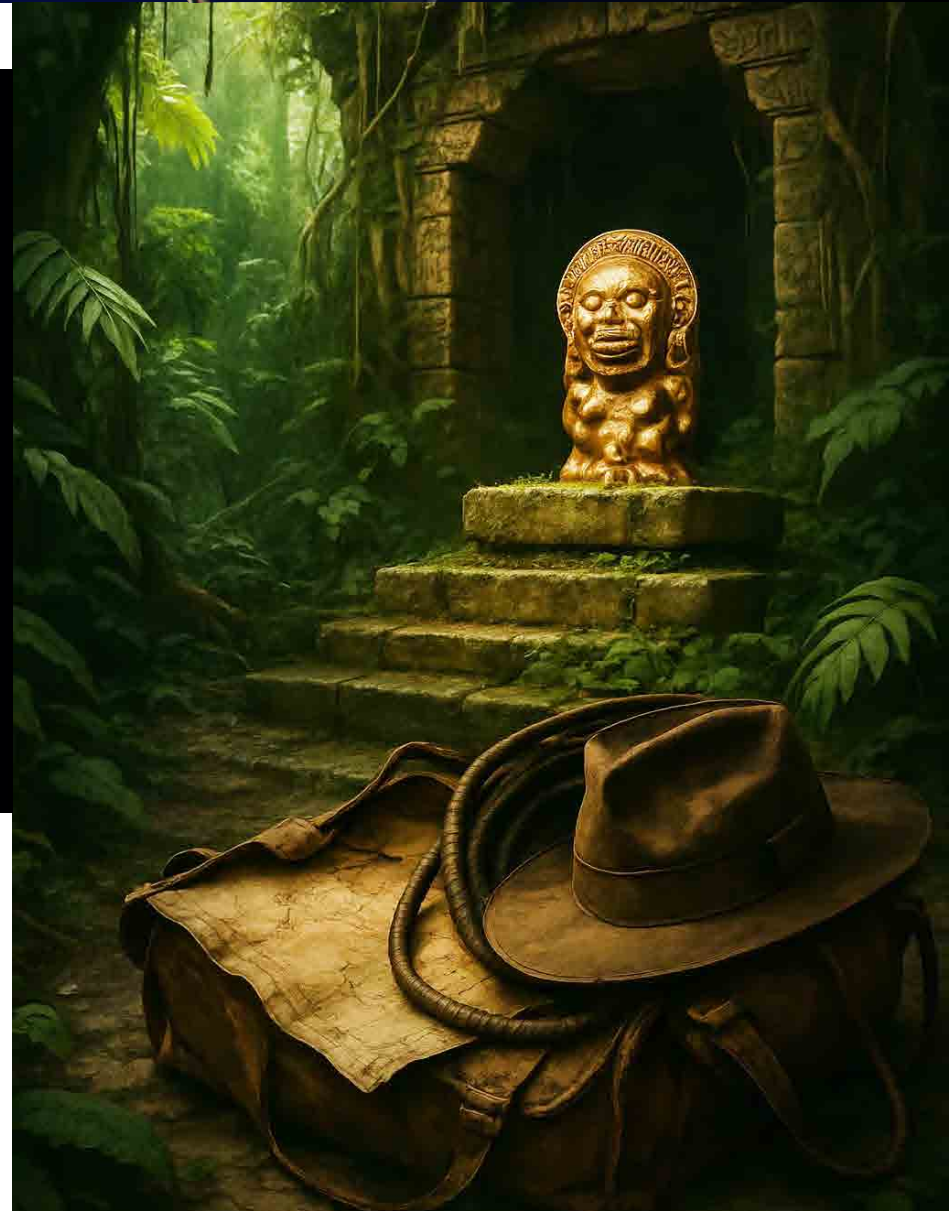
UCx with Smartvoice: 5X MRC



SPIFF program effective for eligible sales closed between 7/1/25 and 7/31/25 (signed/dated and closed/won in TPx systems) UCx with Microsoft Teams 6X, UCx with Webex 5X, and UCx with Smartvoice 5X are for new customer sales • New customer is defined as contracted business with no existing services from TPx • UCx with Microsoft Teams, UCx with Webex, and UCx with Smartvoice for existing customer sales is 1X • 3-yr minimum term to qualify • UCx with Microsoft Teams SPIFF excludes Microsoft 365 Licensing • Excludes Virtual Fax, Inbound Toll Free, Remote Call Forwarding • Excludes reconfigs, renewals, upgrades, and moves • All sales requiring special pricing (NSR) are not eligible, except with prior written approval from Channel SVP • SPIFFs calculated and paid after installation • SPIFFs paid on first commission cycle once customer has been billed • Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change program without notice

Managed Services: 5X MRC

- Endpoints
- Firewalls
- Backups
- Networks
- Edge
- LAN
- Security
- Awareness
- Training



SPIFF program effective for eligible sales closed between 7/1/25 and 7/31/25 (signed/dated and closed/won in TPx systems) Managed Services 5X is for new customer sales • New customer is defined as contracted business with no existing services from TPx • Managed Services for existing customer sales is 1X • Excludes all Microsoft, Inbox Detection & Response (IDR), Data Center, Business Internet and TPx Ethernet Network Service • SPIFF paid on first commission cycle once customer has been billed • Unless noted above, SPIFFs can be combined • Sales requiring special pricing (NSR) are not eligible, except with prior written approval from Channel SVP • Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback • 3-YR minimum term to qualify • Excludes recon-figs, renewals, upgrades, and moves • TPx reserves the right to change the program without notice

15%

Of Contracted Value

Advisory Services Sold as Non-Recurring Revenue

- Cybersecurity Compliance Management
- Compliance Gap Assessment
- Vulnerability & Penetration Scanning
- Dark Web Monitoring
- Network Security Assessment
- Wireless Security Assessment
- Microsoft 365 Security Assessment
- AVS Scan

10% of contracted value, equipment or hardware, sold as non-recurring revenue.



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Digital POTS: 2X MRC

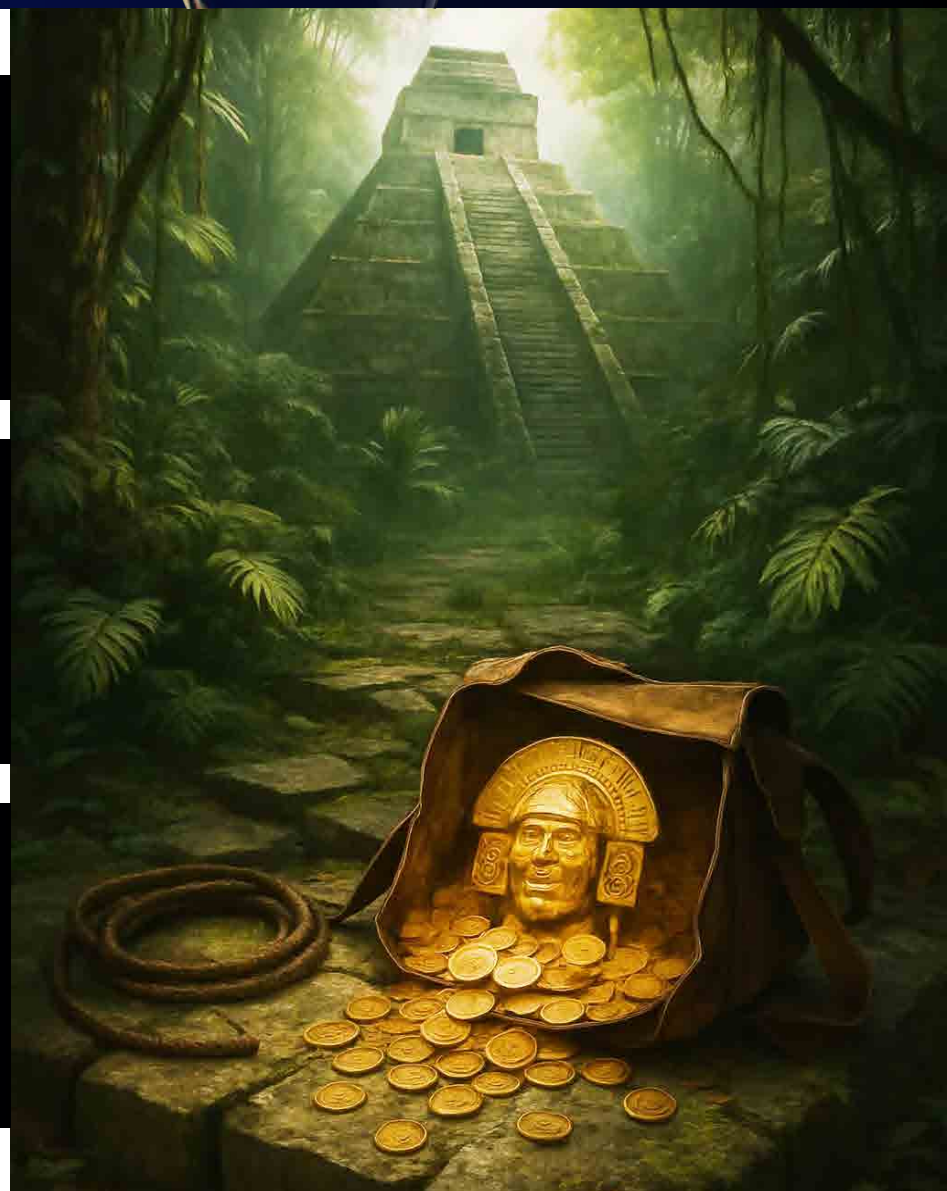
sold with eligible products or services

AT&T Circuits: 1X MRC

(ADI/ASE) NO ADDITIONAL EQUIPMENT OR SERVICES REQUIRED

Managed Cellular Internet: 1X MRC

4G or 5G sold with eligible products or services



SPIFF program effective for eligible sales closed between 7/1/25 and 7/31/25 (signed/dated and closed/won in TPx systems) Digital POTS 2X is for new customer sales. • Digital POTS for existing customer sales is 1X. • AT&T Circuit 1X and Managed Cellular Internet 1X is for new and existing customers • New customer is defined as contracted business with no existing services from TPx • 3-yr minimum term to qualify • Managed Cellular Internet must be sold with eligible product(s) or service(s) • Digital POTS LINE must be sold with eligible product(s) or service(s) • Includes legacy POTS LINE (BLC) upgrades to digital POTS. Excludes POTS LINE renewals and move • AT&T Circuit and Managed Cellular exclude reconfigs, renewals, upgrades, and moves • All sales requiring special pricing (NSR) are not eligible, except with prior written approval from Channel SVP • SPIFFs calculated and paid after installation • SPIFFs paid on first commission cycle once customer has been billed • Canceled/disconnected order(s) in first 12 months will result in a SPIFF chargeback • TPx reserves the right to change the program without notice

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One Partner Will Win: \$10,000

Earn tickets for the Partner \$10,000 Giveaway by closing New Customer (NNL) opportunities from July 1, 2025, through September 30, 2025

One Ticket

For each eligible closed/won new customer opportunity July through September 2025 earn one ticket.

Plus, Large Order Bonus

MRC > \$2,500 = 5 Tickets

MRC > \$5,000 = 10 Tickets

MRC > \$10,000 = 15 Tickets

Plus, TPx Factor Webinar Bonus

Eligible partners that attend a TPx Factor webinar will earn 1 additional ticket. To be eligible for drawing, partner must also qualify for at least one NNL ticket.

Plus, Advisory Services Bonus

Earn one ticket for each TPx Advisory Service sold to a new customer.



SPIFF program effective for eligible sales closed between 07/01/2025 and 09/30/2025 (signed/dated and closed/won in TPx systems) A new customer is defined as contracted business with no existing services from TPx • Order must be over \$250 MRC to qualify for ticket(s) • Only orders with 3-yr minimum terms will qualify • NRR Services and Equipment billed on installments are excluded and will not earn tickets • Sales requiring special pricing (NSR) are not eligible, except with prior written approval from Channel SVP • TPx reserves the right to change the program without notice • For the \$10,000 giveaway drawing, partner is defined as Sales Consultant (unique email) • Drawing to take place on or before October 31, 2025