



September 1, 2025- December 31, 2025

**Second
Half Rush**

3X

POTS Replacement Promo!

The clock is ticking – time to win big!

Decommissioning is picking up speed and copper costs are surging. Help customers move the chains by shifting their POTS lines supporting life-safety, specialty (elevator, fax, POS), and voice lines to modern POTS transformation solutions – POTS Box Solutions, POTS over Broadband - and score big!

YOUR PLAYBOOK

- **Quick Snap: POTS BOX Solutions**
- **Fullback Rush: POTS over Broadband**

SECOND HALF PROMO

Promotion Terms:

- PTaaS Promo includes: Spectrotel POTS in a Box®, Ooma AirDial, and POTS over Broadband.
- PTaaS promo **excludes**: E911, surcharge, professional installation, and device maintenance.
- Eligible for new logos/customers or current customers that are new to Spectrotel services covered by this promotion.
- SPIFFs are paid on MRCs.
- Requires a 36-month term length deal.
- Deals must be sold at standard rates.
- Chargebacks for disconnects <12 months of activation.
- Promotion runs from 09/01/2025 - 12/31/2025.
- All quotes registered between the promotion period and sold by December 31, 2025 will qualify.
- All services must be installed by March 31, 2026, to qualify.
- Promotional SPIFFs are paid on the following cycle after the account is installed, and the first payment is received.
- This promotion will be deemed to be a rider to the Commission Schedules under the Sales Agent Agreement.
- Sales requiring special pricing and those that don't fit these criteria must have prior written approval for SPIFF eligibility.
- Other restrictions may apply.

For more details contact your Channel Manager or
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