



Communications.  
Transformed.



# XSELLR8+ SPIFF

**8x8's one platform solution  
gives you greater rewards.**

Earn up to 7xMRR with 8x8!

12 month contract  
with minimum\*  
\$1,000 MRR deal size  
(no maximum)

**2xMRR**

**4xMRR**

24 month contract  
with minimum\*  
\$1,000 MRR deal size  
(no maximum)

36 month contract  
(no minimum)\*

**6xMRR**



**1xMRR**

Deals that include  
contact center\*\*  
(36 month contract/  
25 contact center  
seat minimum)

## XSellR8+ Spiff

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### Terms & Conditions:

*\*Effective for deals closed between October 1, 2019 and March 31, 2020.*

*\*\* Effective for deals registered on or after October 1, 2019 and closes on or before March 31, 2020. Deals registered before October 1, 2019 are NOT eligible for the 1x Stackable Reward.*

- For NEW 8x8 customers only—SPIFF will not be paid on add-on orders. Deal registration and approval is required and must be submitted through PartnerXchange.com.
- Minimum qualifying deal size for 12 and 24 month contracts: \$1,000 MRR (no maximum); No minimum qualifying deal size for 36 month contracts.
- The 1x Stackable Reward is for any 36 month deal that includes contact center with 36 month contract/ 25 contact center seat minimum. Deals registered before October 1, 2019 are NOT eligible for the 1x Stackable Reward.
- SPIFF award is earned at the time the customer order is booked with 8x8. SPIFF awards are payable within 45 days of being earned and follow the same payment method as partner residual commissions.
- SPIFF awards are subject to full or partial chargeback by 8x8 in the event that the customer cancels 50% or more of the original order within 12 months of the original order date.
- SPIFF awards up to 6X MRR are available uncapped on all deals up to \$50,000 MRR. SPIFF award amounts on deals above the \$50,000 threshold will be considered on a case by case basis.
- Equipment charges, deployment, services, training, shipping and other applicable fees and taxes are not included in MRR.
- Cannot be combined with other 8x8 active SPIFFs unless the specific offer is defined as “stackable”.

MRR = Monthly Recurring Revenue 8x8 recognizes. Equipment charges, deployment, services, training, and other applicable fees and taxes are not included in MRR.