



# Large Deal Incentive

Incentive Period: March 1 – June 30, 2019

## Large Deal Incentive Overview

CenturyLink technology solutions can help your customers modernize IT and transform their business, providing a platform to boost innovation and deliver new digital services. Help your customers innovate faster. Sell a net-new deal of \$25K MRC or more and receive a one-time payout as follows:

**Sales of \$25,000-\$49,999 MRC will earn you a one-time \$10,000 payout**

**Sales of \$50,000-\$99,999 MRC will earn you a one-time \$15,000 payout**

**Sales of \$100,000+ MRC will earn you a one-time \$20,000 payout**

## Large Deal Incentives Details

- Minimum MRC must be \$25,000 or more in order to be considered for the Incentive.
- Required minimum contract term of 2 years.
- Only Non-Channel Integrated (NCI) sales are eligible.
- This incentive applies to new logo customers and existing customers ordering net-new services. Renewals and/or replacement services (e.g. ported or upgraded services) will not qualify for incentive.
- CenturyLink will review all submitted orders to ensure incentive criteria has been met.

See page 2 for full terms and conditions. Information on all Partner incentives is available on the CenturyLink Channel Partner Portal. Contact your CenturyLink account team for full details.



# CenturyLink Channel Partner Program

## Large Deal Incentive

Incentive Period: March 1 – June 30, 2019

### TERMS & CONDITIONS

- This incentive applies to Channel Partners who have active partner agreements with CenturyLink or its affiliates. Current commissionable products are defined in the applicable partner agreement.
- Only qualified sales marked "Closed Won" in Salesforce.com from March 1, 2019, to June 30, 2019, are eligible.
- Sales must include a CenturyLink countersigned contract.
- Only Non-Channel Integrated (NCI) sales are eligible.
- This incentive applies to new logo customers and existing customers ordering net-new services. Renewals and/or replacement services (e.g. ported or upgraded services) will not qualify for incentive. This incentive can be applied once per billing customer per incentive period.
- Payout based on the MRC stated in a valid Customer Order signed and submitted by Customer and accepted by CenturyLink in accordance with the standard process. Qualified sales amounts consist of MRC + Committed Usage.
- Minimum MRC for eligible products included in an order must be \$25,000 or more to be considered for the Incentive.
- Required minimum contract term of 2 years.
- All eligible product orders included on the original deal will count towards the incentive requirements. Products added on subsequent deals will not be included.
- Channel Partners will be paid at the Partner level through the regular commission process.
- Standard commission rates apply in addition to incentive.
- Standard ordering processes apply.
- The Incentive will be paid approximately 45 days after the month end of the sales close date.
- Maximum payout per billing customer is \$20,000.
- This incentive will be active until June, 30, 2019, or until the budget is depleted – whichever comes first. In situations of budget depletion, deals will be paid on a first-in basis until the budget funds are exhausted.
- Only sales entered through the Incentive Form will be considered for payout. Information entered through the Incentive Form must be completely accurate. Incentive Form must be submitted to [incentives@centurylink.com](mailto:incentives@centurylink.com) by June 30, 2019. The Incentive Form may be downloaded from the CenturyLink Partner Portal.
- CenturyLink may modify, suspend, amend or terminate the incentive at any time and without prior notice or consent by participants. CenturyLink specifically reserves the right to change the Incentive in a manner that may modify or eliminate the amount of monetary rewards that may otherwise be payable under this Incentive Program. No designee, may modify, suspend, amend, or terminate this Program. To be effective, any modification, suspension, or amendment of the Incentive Program must be authorized in writing by the Sales Operations lead or his/her designee.
- CCPP Incentive disputes will be considered on a case-by-case basis. All disputes must be submitted within 90 days of the Salesforce.com Closed/Won date. Incentives disputes submitted after 90 days will not be considered.
- CenturyLink reserves the right in its sole discretion to disallow any opportunity that does not meet the terms of the incentive.
- CenturyLink reserves the right to end, modify, or deny any claim under this incentive.
- CenturyLink will review all submitted orders to ensure incentive criteria has been met before payouts are awarded.
- Orders that cancel prior to installation will not qualify for the incentive.
- CenturyLink reserves the right to verify that monthly billed revenue, 6 months from qualifying orders, meets or exceeds the applicable bonus. If not, CenturyLink may recover the commission paid, including by way of off-set against the Member's normal commissions.
- Void where prohibited.
- Check the CenturyLink Channel Partner Program Portal regularly for updates to the incentive program.