

# MegaPath Channel Partner Program



## MegaPath Channel Partner SPIFFs – Q1 2010 MASTER PARTNERS

### MegaPath Quarterly SPIFF Program

The MegaPath Quarterly SPIFF Program provides MegaPath Master Partners the opportunity to earn extra, one-time revenue above and beyond the normal, recurring MegaPath commission payouts. The program is easy to participate in – all Partners need to do is submit closed orders for the products noted below, and once the service is installed, the Partner gets their standard commission **PLUS** the corresponding SPIFF. It's that simple!

**Current Offer Valid for Bookings:** January 1, 2010 – March 31, 2010

**Eligible Products and Corresponding SPIFFs:** MegaPath Master Partners can now earn SPIFFs on the following products that close and install at a **2 or 3 year contract term**:

<u>Service</u>	<u>Eligible Service Area(s)</u>	<u>Min. # of Circuits Sold</u>	<u>SPIFF per Circuit</u>	<u>Sample Earnings Potential @ 10% Residual + SPIFF</u>
Access-only Full 1.5 Mbps T1	Core Service Area 1 Expanded Service Area 7 Expanded Service Area 8*	1	\$300	<b>\$1,376</b> (for one \$299/mo. T1)
Access-only Bonded 3.0 – 6.0 Mbps T1	Core Service Area 1 Expanded Service Area 7 Expanded Service Area 8*	1	\$600	<b>\$2,936</b> (for one \$649/mo. 3.0M Bonded T1)
Premium T1 (1.5 Mbps T1 + Premium T1 Proactive Monitoring + <i>optional</i> Premium T1 Security Package)	Core Service Area 1 Core Service Area 2 Expanded Service Area 7 Expanded Service Area 8*	1	\$500**	<b>\$1,972</b> (for one \$409/mo. Premium T1)
Premium T1 (Bonded 3.0 – 6.0 Mbps T1 + Premium T1 Proactive Monitoring + <i>optional</i> Premium T1 Security Package)	Core Service Area 1 Core Service Area 2 Expanded Service Area 7 Expanded Service Area 8*	1	\$1,000**	<b>\$3,660</b> (for one \$739/mo. 3.0M Bonded Premium T1)
Any Duet Full 1.5 Mbps T1	Core Service Area 1 Expanded Service Area 7	1	\$750	<b>\$2,906</b> (for one 10 line T1 Analog Duet CSA 1)
	Core Service Area 2 Expanded Service Area 8* Expanded Service Area 10		\$500	
Any Duet 3.0 Mbps Bonded T1	Core Service Area 1 Expanded Service Area 8*	1	\$1,000	<b>\$4,416</b> (for one 10 line 3.0M Bonded T1 Analog Duet CSA 1)
MPLS	n/a	n/a	SPIFF: 1 times the Monthly Recurring Cost of the <b>TOTAL MPLS deal, max. of \$10,000***</b>	

\*Total circuit MRC can not exceed \$699. Circuit MRC of \$700 and higher does not qualify for SPIFF.

\*\*The Premium T1 SPIFF replaces access-only T1 and Bonded T1 SPIFF payouts.

\*\*\*The MPLS SPIFF replaces access-only Full 1.5 and Bonded T1, Premium T1, and Duet SPIFF payouts.

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555 Anton Boulevard, Suite 200 | Costa Mesa, CA 92626



# MegaPath Channel Partner Program



**Eligible Products and Corresponding SPIFFs, cont.:** MegaPath Master Partners can now earn SPIFFs on the following products that close and install at a **1, 2, or 3 year contract term:**

<u>Service</u>	<u>Eligible Service Area(s)</u>	<u>Min. # of Circuits Sold</u>	<u>SPIFF per Circuit</u>	<u>Sample Earnings Potential @ 10% Residual + SPIFF</u>
Business Ethernet – 3.0	N/A	1	\$50	<b>\$1,414</b> (for one \$379/mo. Business Ethernet)
Business Ethernet – 5.0	N/A	1	\$75	<b>\$2,663</b> (for one \$719/mo. Business Ethernet)
Business Ethernet – 10.0	N/A	1	\$100	<b>\$3,696</b> (for one \$999/mo. Business Ethernet)
Business Ethernet – 15.0	N/A	1	\$150	<b>\$4,466</b> (for one \$1,199/mo. Business Ethernet)
Business Ethernet – 20.0+	N/A	1	\$250	<b>\$5,754</b> (for one \$1,529/mo. Business Ethernet)

## Program Terms and Conditions:

- Under this program, only existing MegaPath Master Partners with a current, active contract and in good standing are eligible to participate.
- Partner is only eligible for the SPIFFs set forth herein where the end-user/customer orders the products listed in the “Eligible MegaPath Products and Corresponding SPIFFs” section.
- Only sales of new circuits qualify for the SPIFF. Upgrades of existing circuits do not qualify.
- SPIFFs are calculated monthly, based on total bookings, and will be distributed via the standard commission payout process as outlined in the MegaPath Master Partner Agreement.
- If applicable, the “number of circuits sold” resets on the first calendar day of each month.
- If the customer cancels at any time before installation, the SPIFF will be voided. Or, if the SPIFF has already been paid and the customer terminates or has been terminated due to non-payment within 6 months after installation, MegaPath reserves the right to deduct the amount of the SPIFF from future commission payments as provided in the MegaPath Master Partner Agreement.
- This offer can not be combined with any other MegaPath promotional or pricing offer. Service and/or circuit selling price must be at or above list price to be eligible for the SPIFF. If service/circuit is sold at a discount below list price, the SPIFF will be voided.
- The person or company that receives the SPIFF is responsible for all the taxes and liability associated with the MegaPath Quarterly SPIFF Program. MegaPath assumes no responsibility for taxes and liability.
- This offer is void where prohibited or otherwise restricted by law.
- Program valid January 1, 2010 until March 31, 2010.
- MegaPath reserves the right to modify or cancel this program at any time.
- No exceptions to this program will be allowed. MegaPath has the right to deny all claims that do not meet the criteria outlined in this document. Additionally, MegaPath has the right not to accept any orders.
- Any questions regarding Program should be addressed to your dedicated MegaPath Sales Rep.

