

## Earn up to **7x** MRR with Avaya Cloud Office™ by RingCentral®

Seats activated with initial order and **additional seats activated** during the incentive period are eligible.



**7x MRR**

With a minimum 3-year agreement\*

**4x MRR**

With a minimum 2-year agreement\*

### Bonus Additional Cash Payouts from January - March

**\$10 per Seat**

to the Account Manager with a minimum 2-year agreement\*

**\$5 per Seat**

to the Sales Agent company with a minimum 2-year agreement\*



## Questions?

Contact your Avaya Cloud Specialist.

For more information on becoming an Avaya Sales Agent:

[www.avaya.com/en/partners/salesagents/](http://www.avaya.com/en/partners/salesagents/)

\*Terms and conditions apply. To qualify, must be an active Avaya cloud sales agent. Applicable for customers who activate an Avaya Cloud Office (ACO) account between October 1, 2020 and September 30, 2021. Applies to monthly or annual pre-paid agreements. Seats activated with the initial order and additional seats activated during the incentive period are eligible. After September 30, 2021, seats added to contracts originally activated during the incentive period with minimum 2-year agreement will be eligible for 3x MRR for remainder of the initial customer contract. MRR is defined as monthly recurring revenue related to the recurring subscription attributable to a qualified seat. Device purchases, device rentals, professional services, one-time charges and services (including usage-based charges and charges for a toll-free number), e911 fees, live report fees, shipping and other applicable fees and taxes are not included in MRR. MRR is calculated net of any credits, refunds, discounts and other reductions in respect of a qualified seat. This incentive replaces and is not in addition to any upfront commissions. Deals with special terms, including but not limited to, service credits or discounts that exceed generally available public promotions are subject to review. One-time SPIFF incentives are paid to Master Agents based on seat activation when Master Agent participates. Else, they will be paid like recurring commissions, after the customer pays their first payment once any free service credits are consumed. Should the customer cancel service within six months of initial payment, all commissions paid will be assessed a charge-back on the incentive program. Upfront incentives are intended to be passed through to the Sales Agent associated with the transaction. Contact your Master Agent for payment timeline. Direct Agents are also eligible for this incentive. Avaya reserves the right to modify or stop offering this incentive at any time at its sole discretion without prior notice.