Lumen Agent Activator Incentive

New and returning partners can earn up to $30K for first three new deals

Whether you are a new or returning Lumen channel partner, we want to reach new heights with you in 2023. **Start selling Lumen and our Platform for Amazing Things, and you could earn up to a total of $30,000!**

Lumen Agent Activator Incentive Overview:

- **Earn a one-time payout equal to 2X MRC, up to $10,000 per billing customer, for each of your first three new deals with Lumen during the second quarter of 2023.**
- Eligible Participants: Partners without a “Closed Won” opportunity in Salesforce during the 2022 calendar year
- Qualified Sales: New Qualified Sales of Eligible Products (defined on next page) with minimum service term of two years
- No minimum MRC

Incentive Period: April 1 - June 30, 2023

See Page 2 for full terms and conditions. Contact your Lumen Account Team to learn more.

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Terms & Conditions: Lumen Agent Activator Incentive

- The Lumen Agent Activator Incentive (the "Incentive") is open to Eligible Participants (defined below).
- Eligible Participants are eligible to receive up to three onetime payouts equal to 2X MRC of the Salesforce opportunity for each new Qualified Sale (defined below), with a maximum payout of $10,000 per billing customer.
- The Incentive applies only to opportunities:
  - Marked "Closed Won" in Salesforce during the Incentive Period (defined below).
  - For new logo customers or for existing customers ordering net-new services (renewals and/or replacement services (e.g. ported or upgraded services) will not qualify for the Incentive).
  - New Qualified Sale(s) of Eligible Product(s) (defined below) with a minimum service term of two years.
- "Eligible Participants" means channel partners who have active partner agreements with CenturyLink Communications, LLC d/b/a Lumen Technologies Group ("Lumen") or its affiliates and such partners' sub-agents, in each case, who have no record of a "Closed Won" opportunity in Salesforce during the 2022 calendar year.
- "Eligible Products" means the products and services provided by Lumen and/or its affiliates and identified as available for sale on the Lumen Channel Partner Portal.
- "Incentive Period" means the period beginning April 1, 2023, and ending June 30, 2023, or upon budget depletion, whichever comes first. In situations of budget depletion, deals will be paid on a first-in basis up to the budgeted amount.
- A "new logo customer" is a customer that has no historical sales and no historical revenue at the Bus Org Number and Ultimate Customer levels for the previous six months (according to Lumen records).
- "Qualified Sale" shall mean a sale of Eligible Product(s) in accordance with the channel partner's partner program agreement with Lumen or an affiliate (and any terms contained therein), where the sale has a term of at least two years (for the Eligible Product(s)) and has monthly recurring charge(s) or minimum committed usage charge(s) associated with it and such related order is accepted by Lumen.
- Standard ordering processes apply. Sales must provide a Lumen countersigned contract, if applicable.
- This Incentive can be applied once per billing customer for up to three billing customers during the Incentive Period (maximum payout of $10,000 per billing customer). Standard commission rates apply in addition to the Incentive.
- Payout based on the monthly recurring charge(s) ("MRC") stated in a valid customer signed order that is deemed a Qualified Sale and accepted by Lumen in accordance with its standard ordering process(es) and any committed usage associated with such accepted order.
- All orders included in the original deal/Salesforce opportunity for any Eligible Product(s) will count towards the Incentive requirements. Orders for Eligible Products associated with subsequent deals/Salesforce opportunities will not be considered, or be eligible, for the Incentive.
- Incentive payouts will be paid at the partner level through the regular commission process.
- Incentive payouts will be paid approximately 45 days after a Qualified Sale for an Eligible Product is "Closed Won" in Salesforce, provided this occurs prior to the conclusion of the Incentive Period.
- Lumen may modify, suspend, amend or terminate the Incentive at any time and without any prior notice to, or consent of, Eligible Participants.
- Lumen specifically reserves the right to change the payout structure and/or criteria of the Incentive in a manner that may modify or eliminate the amount of the Incentive payout(s).
- Incentive disputes will be considered on a case-by-case basis. All disputes must be submitted to Lumen within 120 days of the Salesforce "Closed Won" date. Incentive disputes submitted after 120 days will not be considered.
- Any liability for federal, state, or other taxes related to the Incentive are the sole responsibility of the Eligible Participants. Lumen is not responsible for payment of any such taxes.
- Lumen will review "Closed Won" opportunities to ensure Incentive criteria have been met before awarding payouts.
- Lumen reserves the right to end, modify or deny any claim for a payout under this Incentive, including the right, in its sole discretion, to deny any Incentive submission that does not satisfy the terms of the Incentive.
- Orders that cancel prior to installation will not qualify for the Incentive and Lumen may recover Incentive payouts associated with such orders, including by way of off-set against the channel partner's normal commissions.
- Lumen reserves the right to review all Qualified Sales for which Eligible Participants received an incentive payout under this Incentive for 24 months from the service installation date to verify that the MRC requirement for such Qualified Sale is being met. If not, Lumen may recover the incentive paid, including by way of off-set against the channel partner's normal commissions.
- Void where prohibited.
- Check the Lumen Channel Partner Portal regularly for updates to the Incentive.
- Except as expressly noted within the terms of another Lumen incentive program, this Incentive may be combined with other incentives offered by Lumen.
- This Incentive will apply to Channel Integrated ("CIE") and non-channel integrated ("NCI") opportunities.

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