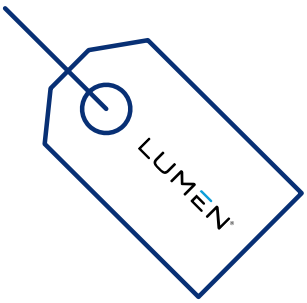
Lumen New Logo Incentive

Introduce the Lumen platform to new customers and earn up to $20,000

When you introduce Lumen and the Platform for Amazing Things to new customers, you can earn up to $20,000 per billing customer. Lumen helps partners build a strong customer base with the extraordinary capabilities of our platform and the strength of our global fiber infrastructure.



Lumen New Logo Incentive Overview:

- **Earn a one-time payout equal to 1X MRC, up to $20,000 per billing customer, when you sell any Eligible Product to a new logo customer (defined on page 2)**
- Minimum $1,000 MRC on the Qualified Sale
- Minimum service term of two years on the Eligible Product

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 New Logo Incentive

- The Lumen New Logo Incentive (the "Incentive") is open to Eligible Participants (defined below).
- Eligible Participants are eligible to receive a one-time payout equal to 1X MRC of the Salesforce opportunity for each Qualified Sale (defined below) to a new logo customer, with a maximum payout of $20,000 per billing customer, subject to the limitations contained herein.
- The Incentive applies only to new Qualified Sales of Eligible Products (defined below):
  - Marked "Closed Won" in Salesforce during the Incentive Period (defined below);
  - To new logo customers, and;
  - With a minimum monthly recurring charge ("MRC") of $1,000 or more and a minimum service term of 2 years for the Eligible Product(s) purchased.
- "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.
- "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) of at least $1,000 associated with it and such related order is accepted by Lumen.
- Standard ordering processes apply.
- This Incentive can be applied once per billing customer during the Incentive Period. Standard commission rates apply in addition to the Incentive.
- Payout based on the 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 contribute 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 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 all submitted orders 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 any 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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