8x8

8x8 MS Teams Stackable SPIFF

Put MORE Money in YOUR Pocket

2X
Stackable Award

- Voice for Microsoft Teams and X Series licenses
- 3-year deal minimum
- 50 seat minimum on Voice for Microsoft Teams

October 1, 2020–December 31, 2020

1X
Stackable Award

- Voice for Microsoft Teams and X Series licenses
- 3-year deal minimum
- 50 seat minimum on Voice for Microsoft Teams

January 1, 2021–March 31, 2021

Available for: Affiliate/Agent partners

Available in: North America

Terms and conditions:

- Effective for deals registered on or after October 1, 2020 and closed between October 1, 2020 and March 31, 2021
- For NEW 8x8 customers only—SPIFF will NOT be paid on add-on orders that include ONLY Voice for Microsoft Teams licenses. Deal registration and approval is required and must be submitted through the 8x8 PartnerXchange Portal.
- Deal MUST include a minimum of 50 Voice for MS Teams licenses and an equivalent # of X Series licenses (X1-X8) to qualify. If order includes multiple different X Series models (for example a mix of X1 and X4), SPIFF will be calculated on the lowest X license. Deals sold to any service location are eligible for this program; however, X Series license must have tier 1 or 2 DID to qualify.
- 3 year or longer contract required to qualify.
- SPIFF award is earned at the time the customer order is booked with 8x8. SPIFF awards are payable within 45 days of being earned, except during the COVID-19 crisis, which may result in payment up to but not later than 75 days after being earned. Payment follows the same process/method as partner residual commissions.
- MRR is defined as monthly recurring revenue related to UCaaS and CCaaS license purchase. Equipment charges, deployment, services, training, third-party products, shipping, and other applicable fees and taxes are not included in MRR. Average MRR for the life of the contract will be used to calculate SPIFF award for deals $10,000 MRR and larger. Average MRR is based on the total contract value expected to be collected by 8x8 (considering any concessions, credits, or other provisions), divided by the number of months in the contract (excluding trial period).
- SPIFF awards with payouts greater than or equal to US $300,000 are subject to review and will be considered on a case by case basis. Deals with special customer terms, including but not limited to, free or discounted licenses, delayed billing or extended payment terms, contingencies (e.g. POC), and down turn clauses are subject to review.
- SPIFF awards are subject to pro-rated chargeback by 8x8 in the event that the customer cancels 20% or more of the original order within 18 months of the original order date.

For more information, contact your 8x8 Channel Account Manager.

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8x8 Open Channel Program