



# Large Deal Incentive

Incentive Period: June 1 – Dec. 31, 2019

## Large Deal Incentive Overview

CenturyLink technology solutions can help your customers modernize IT and transform their business, providing a platform to boost innovation and deliver new digital services. Help your customers innovate faster. Sell a net-new deal of \$25K MRC or more and receive a standard one-time payout as follows:

**Sales of \$25,000-\$49,999 MRC are eligible for a one-time \$10,000 payout**

**Sales of \$50,000-\$99,999 MRC are eligible for a one-time \$15,000 payout**

**Sales of \$100,000+ MRC are eligible for a one-time \$20,000 payout**

## Triple Your Payout

If you enter your deal into Salesforce prior to Sept. 30, 2019, and close between June 1, 2019, and Dec. 31, 2019, you will earn three times the payout as outlined below:

**Sales of \$25,000-\$49,999 MRC are eligible for a one-time \$30,000 payout**

**Sales of \$50,000-\$99,999 MRC are eligible for a one-time \$45,000 payout**

**Sales of \$100,000+ MRC are eligible for a one-time \$60,000 payout**

## Large Deal Incentives Details

- Minimum MRC must be \$25,000 or more in order to be considered for the Incentive.
- Required minimum contract term of 2 years.
- Only Non-Channel Integrated (NCI) sales are eligible.
- This incentive applies to new logo customers and existing customers ordering net-new services. Renewals and/or replacement services (e.g. ported or upgraded services) will not qualify for incentive.
- CenturyLink will review all submitted orders to ensure incentive criteria has been met.

See page 2 for full terms and conditions. Information on all Partner incentives is available on the CenturyLink Channel Partner Portal. Contact your CenturyLink account team for full details.



# CenturyLink Channel Partner Program

## Large Deal Incentive

Incentive Period: June 1 – Dec. 31, 2019

### TERMS & CONDITIONS

- The Large Deal Incentive (the “Incentive Program”) applies to Channel Partners who have active partner agreements with CenturyLink or its affiliates and such partners’ subagents (“Eligible Participants”) subject to the following terms and conditions. Current commissionable products are defined in the applicable partner agreement.
- The Incentive Program applies only to qualified sales:
  - marked “Closed Won” in SalesForce.com from June 1, 2019, through December 31, 2019 (to be eligible for the first level payout)
  - entered in Salesforce, or are entered into Salesforce from June 1, 2019, through September 30, 2019, in each case that are marked “Closed Won” between June 1, 2019, and no later than December 31, 2019 (to be eligible for the triple payout)
  - for new logo customers
  - for existing customers so long as such customers order net-new services. Renewals and/or replacement services (e.g. ported or upgraded services) will not qualify for the Incentive Program.
  - with a minimum monthly recurring charge (MRC) of \$25,000 or more
  - with a minimum contract term of 2 years
  - for non-channel integrated (NCI) deals
- Sales must include a CenturyLink countersigned contract, if applicable.
- Payout based on the MRC stated in a valid customer order signed and submitted by customer and accepted by CenturyLink in accordance with the standard process. Qualified sales amounts consist of MRC + Committed Usage.
- All eligible MRC amounts included on the original deal will count towards the Incentive Program requirements. All other amounts added on subsequent deals will not be included.
- Channel Partners will be paid at the Partner level through the regular commission process.
- Standard commission rates apply in addition to incentive.
- Standard ordering processes apply.
- The Incentive will be paid approximately 45 days after the month end of the qualified sales close date.
- First Level Payout:
  - Qualified Sales of \$25,000-\$49,999 MRC is eligible for a one-time \$10,000 payout
  - Qualified Sales of \$50,000-\$99,999 MRC is eligible for a one-time \$15,000 payout
  - Qualified Sales of \$100,000+ MRC is eligible for a one-time \$20,000 payout
- **Triple Payout:**
  - For qualified sales that have already been entered in Salesforce, or are entered into Salesforce from June 1, 2019, through September 30, 2019, in each case that are marked “Closed Won” between June 1, 2019, and no later than December 31, 2019, will be eligible for the triple payout as outlined below:
    - Sales of \$25,000-\$49,999 MRC is eligible for a one-time \$30,000 payout
    - Sales of \$50,000-\$99,999 MRC is eligible for a one-time \$45,000 payout
    - Sales of \$100,000+ MRC is eligible for a one-time \$60,000 payout
  - Maximum payout per billing customer is \$20,000.
  - This incentive will be active until December 31, 2019, or until the budget is depleted – whichever comes first. In situations of budget depletion, deals will be paid on a first-in basis until the budget funds are exhausted.
  - Only qualified sales entered through the incentive form provided by CenturyLink (“Incentive Form”) will be considered for payout. Information entered through the Incentive Form must be completely accurate. Incentive Form must be submitted to incentives@centurylink.com by December 31, 2019. The Incentive Form may be downloaded from the CenturyLink Partner Portal.
  - CenturyLink may modify, suspend, amend or terminate the incentive at any time and without prior notice or consent by Eligible Participants. CenturyLink specifically reserves the right to change the Incentive Program in a manner that may modify or eliminate the amount of monetary rewards that may otherwise be payable under this Incentive Program. To be effective, any modification, suspension, or amendment of the Incentive Program must be authorized in writing by the Sales Operations lead or his/her designee.
  - Incentive Program disputes will be considered on a case-by-case basis. All disputes must be submitted within 90 days of the Salesforce.com “Closed Won” date. Incentive Program disputes submitted after 90 days will not be considered.
  - CenturyLink reserves the right in its sole discretion to disallow any opportunity that does not meet the terms of the Incentive Program.
  - CenturyLink reserves the right to end, modify, or deny any claim under this Incentive Program.
  - CenturyLink will review all submitted orders to ensure Incentive Program criteria have been met before payouts are awarded.
  - Orders that cancel prior to installation will not qualify for the Incentive Program.
  - CenturyLink reserves the right to review all qualified sales for which Eligible Participants received a payout under this Incentive Program six months from sales close date to verify that the minimum MRC requirement for such qualified sales is being met. If not, CenturyLink may recover the incentive paid, including by way of off-set against the Channel Partner’s normal commissions.
  - Void where prohibited.
  - Check the CenturyLink Channel Partner Program Portal regularly for updates to the incentive program.
  - This incentive may be combined with other incentives offered by CenturyLink, a completed Incentive Form must be completely filled out for each applicable incentive.