

MASERGY SPIF

Kick Off 2024 with Global Enterprise Solutions from Comcast Business



We continue to bring together the best of Masergy and Comcast Business to deliver world-class global enterprise solutions for customers under a single solution portfolio. Given the specifics of this incentive, we are going to refer to legacy “Masergy solutions” as such in this SPIF flyer.

Comcast Business Solutions Advisors who have not sold Masergy solutions since December 21, 2022 or have never closed an opportunity with Masergy, can earn 1X Monthly Recurring Revenue (MRR) on sales of ANY Masergy solutions.

You can **earn 1X MRR** on all qualified opportunities sold between January 22, 2024 and December 21, 2024.

The Specifics

- Sales to new customers only. Upgrades or other changes for existing customers do not qualify.
- Minimum Masergy Contracted Sales Order Form (SOF) term of 36 months.
- Eligible Security, Connectivity, Voice and Collaboration Solutions.

Eligibility Period: January 22, 2024 and December 21, 2024

Sales must be Order Accepted between January 22, 2024 and December 21, 2024.

Eligible Recipients

All Comcast Business Solutions Advisor partners in good standing, and who have not sold Masergy solutions since December 21, 2022, are eligible for this SPIF.

For More Information

Contact your Comcast Business Partner Sales Manager.

COMCAST
BUSINESS
Solutions Advisor
Program

Exclusions and Exceptions

May not be combined with any other Comcast Business or Masergy SPIF, unless specifically allowed by Comcast Business. Sales must conform to Comcast Business Guidelines of Cooperation. SPIF payouts are based on the total monthly billing amount (inclusive of discounts) based on the eligible service type and corresponding payout structure. Maximum SPIF payout is \$35,000 per qualifying deal. Solutions Advisor partners can earn payouts on each qualifying deal throughout the period, up to a maximum SPIF payout to an individual partner company (during this 11-month SPIF program) of \$200,000. Special pricing, teaming, or other extenuating circumstances may impact SPIF payout and are at the sole discretion of Comcast Business. SPIF offered while specific SPIF funds are available. Comcast Business reserves the right to exclude Solutions Advisor partners from SPIF if Comcast Business determines in their sole discretion that Solutions Advisor partner has acted in a fraudulent manner. Teaming deals eligible, based on board credit only. Equipment fees, custom installation fees, professional service fees and other non-recurring charges which can be amortized into monthly recurring charges do not qualify for SPIF.

Terms and Conditions

Restrictions apply. Services not available in all areas. Valid between 1/22/24 and 12/21/24. For this purpose, Solutions Advisor sales partner is defined as the sales partner of record within the Comcast Business Indirect order system. **Incentive is for eligible Masergy contracted Sales Order Forms only.** All qualified contracts must be marked as Order Accepted during the incentive period by Comcast's internal processing team. Comcast Business reserves the exclusive right at their sole discretion to limit or exclude specific sales that have been discounted outside of normal published discounts. Comcast Business reserves the right to change, cancel, or modify the terms and conditions of this promotion without prior notice. Sales not allowed under your agreement with Comcast Business are excluded from this promotion. Sales from reseller partners are excluded from this promotion. Normal residual commission rates apply. Comcast Business reserves the right to reclaim incentive payments if terms and conditions are not met, the order cancels, or if early termination of services occurs. Call your Comcast Business Partner Sales Manager for restrictions or complete details. Comcast Business © 2024. All rights reserved. CB-Masergy-Solutions-SPIF-D_6.24