

Sweeten Your Summer

1x MRC on New Logos to Heat up 2Q



Sell Verizon with TBI and get paid on exclusive SPIFFs all summer long!

ADDITIONAL TERMS & CONDITIONS:

- New logo must not have actively billed with Verizon within the past three (3) months
- Total bonus payments not to exceed \$10,000 per New Logo sale
- Must sell a minimum of \$1,000 in MRC per New Logo for a 36-month contract period
- Incentive period is April 1st through June 30th, 2018
- All New Logo sales must be in OE Submit status and in SPA by June 30, 2018 to count towards the bonus
- Opportunities registered prior to April 1st are excluded from this incentive
- Only net New Logos are eligible (no renewals)
- Must follow New Logo process for verification to be considered for this bonus
- Once validated as a New Logo, if at such time the customer account is re-segmented to Verizon Enterprise Solutions and the VPP member remains active in the customer account, VPP member is eligible for Deal Registration on renewals
- Enterprise SORT opportunities are not eligible for this bonus
- Bonus will be paid upon installation
- 36 month minimum contract period
- Six month service retention rules apply
- Only one bonus per customer (NASP ID)
- Deals/opportunities passed to partner from Verizon/TBI are excluded
- SPIFF available while supplies last

Sell and win...

Sell \$1,000 MRC or more in qualifying Verizon Business products to any new logo and **earn 1x MRC.**

Qualifying Products Include:

- Ethernet Services
- Internet Dedicated Access
- IP Layer Communications - VoIP
- IPT / IPIA / VCE
- On-Net
- Private IP - MPLS
- SD-WAN/Managed WAN
- Security Services
- Unified Communications Services - UCC

EXCLUSIVE TO TBI



verizon[✓]
partner program - platinum