

# 2018 Q4 Partner Incentives

There's never been a better time to get to know BullsEye Telecom. We've beefed up our partner incentives so you cash in upfront on POTS, VoIP, and SD-WAN. If you're selling BullsEye, you are bringing in the cash fast!

## SD-WAN – VeloCloud

Qualifier	Upfront
3-year	1x MRC
5-year	2X MRC

## POTS

Qualifier	Upfront
All lines	\$50 per line

## VoIP

Qualifier	Upfront
Hosted / SIP	2x MRC

## READY TO START CASHING IN?

So are we! Let us help you choose the best solution for your business. Contact your BullsEye Strategic Partner Manager today!

Check out our release of our enhanced residual payouts effective 10/1/18

## 2018 Q4 Partner Incentives – Business Rules:

1. BullsEye Telecom's Incentive Promotion is available to BullsEye Telecom, Inc. (BTI) Partners that have countersigned Partnership agreements in place with the company, and are in good standing.
2. The Incentive Promotion begins October 1, 2018 and will pay on new POTS lines, new VoIP\* seats, and/or SD WAN Units sold through December 31, 2018 that are installed and invoiced by March 31, 2020. The Incentive program can be canceled or modified by BullsEye upon 30-day written notice.
3. The Incentive will be paid upon installed and invoiced POTS lines, VoIP seats and SD-WAN Units, NOT upon sale.
4. The VoIP and SD-WAN Incentive applies to new accounts and new locations added to existing accounts. Existing POTS converting to VoIP seats do not qualify.
5. The POTS Incentive applies to new accounts.
6. The Incentive is valid on 3-year term agreements or greater . The Incentive will NOT be paid on Month-to-Month (MTM), 1-year or 2-year agreements.
7. The Incentive will NOT be paid on lines classified as Centrex, and/or Rebilled POTS lines, PBX trunks, and BRI's.
8. Incentive payments made on accounts selected for this program in addition to standard commissions reflected in the current Authorized Distributor Agreement and accompanying riders and addendums.
9. If pricing reductions are necessary due to standard discounting, Volume Discounts over 20% and/or approval of ICB/SPR pricing, commission reductions will be applied to payments on all commissionable elements of this incentive. Volume Discount over 20% will receive 1x MRC
10. Incentive payments will be reflected in Partner's commission statement in which service initially invoices.
11. A 100% chargeback applies to Incentive paid on services that disconnect within 2 years of installation.
12. The up-front commission elements provided in the Incentive cannot be combined with other BullsEye compensation, which offers upfront compensation elements.
13. All bonuses are taxable to the recipient.
14. All other Terms and Conditions under BullsEye Authorized Distributor Agreement (ADA) and accompanying addendums apply.
15. This 2018 Q4 promotion terminates replaces any previous incentives including the Cash In on Incentives promotion.

\*VoIP incentive qualifies for Hosted and SIP.