

CenturyLink® Channel Partner Program Large Deal Incentive

CENTURYLINK
Channel Partner Program

Incentive Period: October 1 – December 31, 2018

OVERVIEW

For the duration of the Promotion Period, take advantage of the Channel Partner promotional program (the "Promotion") that offers a one-time payment to any current CenturyLink or legacy Level 3 Channel Partner or sub-agent with a net-new NCI sale (defined by the monthly booked sales amount by customer name) of \$50,000 MRC or greater during the Promotion Period.

Sales of \$50,000-\$99,999 MRC will earn you a one-time **\$20,000 payout**

Sales of \$100,000+ MRC will earn you a one-time **\$30,000 payout**

Only non-channel integrated (NCI)* sales will be eligible for this incentive.

** NCI sales are those where the CenturyLink Channel Partner is the only sales representative associated with the account and the only party receiving commissions from the qualifying sale. The CenturyLink Channel Partner works solely with the Indirect team and no Direct Sales involvement is part of the engagement.*

VALUE PROPOSITION

Any NCI deal sold during the contest period, larger than \$50,000 MRC booked sales amount by customer name, will earn you a one-time payout. All regularly commissionable services apply towards the qualifying amount.

See page 3 for full terms and conditions.
Information on all Partner incentives is available on the CenturyLink Channel Partner Portal.

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PROMOTION DETAILS & REQUIREMENTS

1. Service term must be for two years or greater.
2. Only non-channel integrated (NCI) sales will qualify.
3. Deal size must be a minimum of \$50,000 MRC to qualify.
4. Valid only for net-new orders signed, received and accepted by CenturyLink during the incentive period of October 1, 2018, through December 31, 2018.
5. Renewals and/or replacement services (e.g. ported or upgraded services) will not qualify for incentive.
6. All currently commissionable products will count towards the incentive requirements.
7. All product orders included on the original deal will count towards the incentive requirements. Products added on subsequent deals will not be included.
8. Qualified sales amounts consist of MRR + Committed Usage. Uncommitted usage may not qualify.
9. All orders will be reviewed and validated by the CenturyLink incentive team for eligibility requirements.

SALES PROCESS

1. Channel Partners will be paid at the partner level through the regular commission process. Payments will include sub-agent information, where available.
2. Incentive payment will not be awarded until the account is billing in full and customer has paid invoice totaling full sale amount.
3. Orders that cancel prior to installation will not qualify for the incentive.
4. CenturyLink will review all submitted orders to ensure incentive criteria has been met before payouts are awarded.
5. This incentive will be active through the end of December 2018 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.

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TERMS & CONDITIONS

1. Only NCI sales will qualify.
2. Maximum payout per billing customer name, per order is \$30,000.
3. Standard ordering processes apply.
4. Incentive payment will not be awarded until the account is billing in full and customer has paid invoice totaling full sale amount.
5. Standard commission rates apply in addition to incentive.
6. Channel Partners will be paid at the Partner level through the regular commission process.
7. Promotion payouts will be made to the Partners in the month following the first full billing month of the customer purchasing the service.
8. This incentive cannot be combined with any other current channel product incentives or promotions.
9. Valid for CenturyLink or Level 3 Service Terms of 2+ years only.
10. 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.
11. CenturyLink reserves the right to end, modify, or deny any claim under this Promotion.
12. Void where prohibited.
13. Program Changes: CenturyLink may modify, suspend, amend or terminate the Promotion at any time and without prior notice or consent by participants. CenturyLink specifically reserves the right to change the Promotion in a manner that may modify or eliminate the amount of monetary rewards that may otherwise be payable under this Promotion. No designee, may modify, suspend, amend, or terminate this Promotion. To be effective, any modification, suspension, or amendment of the Promotion must be authorized in writing by the Sales Operations lead or his/her designee.

ELIGIBILITY PERIOD:

The CenturyLink Large Deal Incentive is effective: **October 1 – December 31, 2018** (or until funds are depleted).

14. Promotion applies to Channel Partners with legacy Level 3 or CenturyLink partner program agreements and across legacy Level 3 and CenturyLink products (to the extent the products are included in the portfolio referenced in the applicable partner agreement).
15. A qualifying sale for the legacy Level 3 Channel Partner Program are sales as defined in the Partner Program Agreement for the legacy Level 3 Channel Partner Program. Only Qualified Sales from October 1, 2018 to December 31, 2018 are considered for purposes of this incentive. Qualified Sales must be executed and submitted on or before December 31, 2018, and the services associated with such.
16. All qualified deals must be entered using the Salesforce.com Campaign Code of "CCPP 2018 Large Deal Incentive" in order for deals to be eligible. A qualifying sale for the legacy CenturyLink partner program is defined as the MRR booking value on a Salesforce.com opportunity that is closed as won in accordance with current booking processes in the Sales Recognition Guidelines (as posted in Salesforce.com) from October 1, 2018, to December 30, 2018. All orders tied to an eligible opportunity are subject to audits that may change the booking value used for incentive calculations. At any time during this incentive program, CenturyLink reserves the right to change the definition of a sale, the timing associated with recording a sale and booking guidelines and will notify partners if a material change occurs.

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