

# CenturyLink® Channel Partner Program Cloud Acceleration Value Products Incentive

CENTURYLINK  
Channel Partner Program

Incentive Period: October 1 – December 31, 2018

1X  
MRC!

## It's Simple: Sell CenturyLink Value Products with Cloud to Earn 1X MRC!

CenturyLink Value Products include Voice, Data and Cloud applications as part of the bundle, making the transition to Cloud easier than ever. Be your customers' true solution advisor by offering CenturyLink Value Products.

### FOCUS

#### Migrate to Cloud-Based Solutions

- Office 365 (O365)
  - Microsoft Exchange Online Email Boxes
  - Microsoft Lync Online
  - Microsoft Sharepoint Online
  - Spam & Malware Protection
- Web Hosting & Design Templates
- CloudFax
- Data Backup & More!

### SELL

#### Value Products

- Fiber+ Data
- Fiber+ Voice & Data
- Fiber+ Enterprise Data
- Fiber+ Enterprise Voice & Data
- Core Connect Enterprise
- Core Connect Enterprise Data Only

### EARN

#### 1X MRC!

- Eligibility Period:  
October 1 – December 31, 2018  
*(or until funds are depleted)*

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

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## TERMS & CONDITIONS

### Payment:

- 1X MRC - MRC defined as the MRCs per Bundle listed on the customer signed agreement for eligible services.
- Eligible Value Product services include: Fiber + Data, Fiber + Enterprise Data, Fiber + Enterprise Voice and Data, and Fiber + Voice and Data, Core Connect Enterprise, Core Connect Enterprise Data Only. Your Salesforce opportunity must have one of these products listed to be eligible.
- Minimum MRC must be greater than \$399/MRC in order to be considered for the Incentive.
- Qualifying opportunities must be marked "Closed Won" in Salesforce.com and include a CenturyLink countersigned contract.
- New Customers as indicated in Salesforce.com with a checkmark next to "New Logo eligible" are eligible.
- Existing customers are only eligible if adding Value Products at a new location and must be noted in Salesforce – New Location.
- Minimum Contract Term of 36 months.
- Cannot be combined with any customer promotions.
- Only Non-Channel Integrated opportunities are eligible.
- The 2018 incentive is available only to CenturyLink Channel Partner Program members directly contracted with CenturyLink under a Master Representative Agreement, and CenturyLink reserves the right in its sole discretion to amend or change these rules and conditions at any time, as well as terminate any incentive or Incentive program. Every effort will be made to notify participants of any changes in rules and conditions.
- This incentive can not be combined with any other CenturyLink incentive.
- The CenturyLink Channel Partner Program Cloud Acceleration Value Products Incentive is effective: October 1, 2018 – December 31, 2018 (or until funds are depleted)
- Maximum payout capped at \$5,000 per eligible customer agreement.
- Opportunities must be marked "Closed Won" in Salesforce.com within the month sold, per booking guidelines between October 1, 2018-December 30, 2018. Opportunities marked "Closed Won" after period are not eligible.
- The Incentive will be paid approximately 45 days after the month end and will appear as an adjustment on the CCA Member [Company with an active Master Representative Agreement (MRA)] commission statement once all information is validated in Salesforce.com.
- CCPP Incentives 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. Incentives 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.
- CenturyLink reserves the right to verify that monthly billed revenue, 6 months from qualifying orders, meets or exceeds the applicable bonus. If not, CenturyLink may recover the commission paid, including by way of off-set against the Member's normal commissions.
- Funds in program are limited. Payouts will be treated on a first come, first served basis.
- Check the CenturyLink Access Alliance Website regularly for updates to the incentive program.
- Training is available. Search for CenturyLink Enterprise IT Training Curriculum in *mylink* which is located on Access Alliance. Contact your Regional Inside Channel Manager or Channel Sales Manager for Training information.
- Restrictions:
  - Fiber+ Solutions Can not be sold to a Data Center.
  - Under the Fiber+/Fiber+ Enterprise terms of service, CenturyLink customers may not share, resell or offer the service to third parties.