

Stack Your SPIFF!

RingCentral Partners
can earn up to

8X
MRR

by selling MVP.

How much can you build up?

First, start with:

4X MRR

on all RingCentral MVP deals with a minimum 2-year contract*

Then, add:

+2X MRR

for all annual prepaid
RingCentral MVP deals*

+2X MRR

for all UC+CC deals*

QUESTIONS? CONTACT YOUR PARTNER MANAGER FOR MORE INFORMATION.

MVP 4x SPIFF with 2x Prepay and 2x CX Stacks

*Terms and conditions apply: Offer valid January 1 – June 30, 2022 (the “Incentive Period”). Previous MVP SPIFF is updated to end December 31, 2021. In order to participate in this RingCentral MVP SPIFF (“Incentive Program”), you must be an active Partner on file with RingCentral and eligible to participate based on your (or your master agent’s, broker’s, or distributor’s (collectively, “Master Agent”)) Partner agreement with RingCentral (as determined by RingCentral in its sole discretion). To the extent permitted by applicable law, RingCentral will pay Partner (or your applicable Master Agent) (1) a one-time bonus (“MVP Bonus”) for each Qualified MVP Sale equal to 4x MRR for such Qualified MVP Sale, (2) for a Qualified MVP Sale with an annual prepay schedule, an additional one-time bonus (“Prepay Bonus”) equal to 2x MRR for such qualified MVP Sale, and (3) for a Qualified MVP Sale that is sold simultaneously with a Qualified CX Sale (as determined by RingCentral in its sole discretion) to the same Customer, an additional one-time bonus (“CX Bonus” and, together with the MVP Bonus and Prepay Bonus, “Total Bonus”) equal to 2x MRR for such qualified MVP Sale. The maximum Total Bonus for a Qualified MVP Sale under this Incentive Program is 8x MRR for such Qualified MVP Sale. The MVP Bonus may be earned on its own, and the Prepay Bonus and CX Bonus may be earned independently from each other. A “Qualified MVP Sale” is a Qualified Sale during the Incentive Period for a two-year or longer initial contract term of RingCentral MVP to a new Customer in your Territory. A “Qualified CX Sale” is a Qualified Sale during the Incentive Period for a two-year or longer initial contract term of Engage Voice, Engage Digital, or RingCentral Contact Center (each, a “Customer Experience Service”) to a new Customer in your Territory. A Qualified MVP Sale, and, if applicable, a Qualified CX Sale, must be registered under a RingCentral-brand Partner ID, and the resulting Customer account (“Qualified Account”) must be activated during the Incentive Period. MRR for a Qualified MVP Sale is determined at the end of the month in which the applicable Qualified Account is activated. Demo accounts, internal Partner discount accounts, and resale accounts do not qualify for this Incentive Program. Should a Customer cancel any units of RingCentral MVP on a Qualified Account within six months after activation of such Qualified Account and the application of any free service credits, RingCentral is entitled to a refund of the portion of the Total Bonus paid to Partner (or your applicable Master Agent) corresponding to the resulting decrease in MRR for the applicable Qualified MVP Sale. Should a Customer cancel the Qualified CX Sale within six months after activation of the Qualified Account and the application of any free service credits, RingCentral is entitled to a refund of the CX Bonus paid to Partner (or your applicable Master Agent). If RingCentral is entitled to a refund of the CX Bonus or any portion of the Total Bonus, to the extent permitted by applicable law, RingCentral may set off such refund amounts against any amounts owed by RingCentral to Partner (or your applicable Master Agent). If applicable, contact your Master Agent for payment amounts and timeline. RingCentral reserves the right in its sole discretion to modify or end this Incentive Program at any time. Capitalized terms used herein but not otherwise defined have the respective meaning given in your or your Master Agent’s Partner agreement with RingCentral. Except as expressly provided herein, the terms of your or your Master Agent’s Partner agreement govern this Incentive Program.

Bonuses:

Bonuses are awarded to Partner (or your applicable Master Agent) and not to any individual(s). RingCentral shall pay bonuses due to Partner (or your applicable Master Agent) under this Incentive Program on or around the last day of the second month after the applicable Qualified Account is activated. Master Agents agree that they will not distribute a bonus awarded under this Incentive Program to any person or organization outside its organization, other than the applicable Partner. Any further distribution of awarded bonuses is the Partners’ responsibility, provided that a Partner shall not distribute a bonus awarded under this Incentive Program to any person outside of its organization.

Limitations:

This Incentive Program is not available for any sales opportunity where Partner or Master Agent has been retained to provide consulting, systems integration, or neutral/objective advice to a governmental entity or a prime or subcontractor under a governmental contract. Partner shall make all required disclosures to any government (including federal, provincial, state, or local government) customers, education end users, and customers purchasing products or services that will be reimbursed under a federal or state program or grant, in each case, describing all potential incentive prizes or payments for each transaction for which Partner or Master Agent is claiming an incentive. Partners and Master Agents each certify that (a) it is not a government entity, (b) it has not accepted any prizes or payments under the Incentive Program to the extent that they relate to the Partner’s (or Master Agent’s) performance of a government prime contract requiring Partner (or Master Agent) to provide neutral or unbiased advice to the government with respect to the types of technology products and solutions provided by RingCentral, and (c) that its acceptance of prizes or payments under the Incentive Program shall not violate any government rules or regulations, including those relating to conflicts of interest or kickbacks. Partners and Master Agents each agree to indemnify and hold harmless RingCentral for any loss, cost, fine, or other damages resulting from its failure to observe this certification. Partner and Master Agents further acknowledge and agree that RingCentral may terminate the Incentive Program or Partner’s (or Master Agent’s) participation in it at any time in RingCentral’s sole discretion and that RingCentral may elect to withhold or delay any prize or payment to which Partner (or Master Agent) may be otherwise entitled hereunder (i) if RingCentral develops a reasonable suspicion that any part of this certification was or has become inaccurate, (ii) if RingCentral, Partner, or Master Agent becomes the target of any government action or investigation in any way relating to the Incentive Program, or (iii) RingCentral decides in its sole discretion to discontinue the Incentive Program due to a change in the regulatory environment.