



4x

Success at
your fingertips

RingCentral Partners can earn:

4x MRR

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

and

4x MRR

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

QUESTIONS? REACH OUT TO YOUR
PARTNER MANAGER FOR MORE INFORMATION.

Customer Experience 4x SPIFF

Terms and conditions apply: Offer valid January 1st, 2023 – December 31st, 2023 (the “**Incentive Period**”). Previous Customer Experience SPIFF is updated to end December 31st, 2022. In order to participate in this Customer Experience SPIFF (“**Incentive Program**”), you must be an active Partner on file with RingCentral who is subject to a RingCentral commissions plan that, aside from incentive payments or spiffs, provides for residual commissions only (i.e., no upfront commissions) in your (or your master agent’s, master broker’s, or distributor’s (collectively, “**Master Broker**”)) Partner agreement with RingCentral (as determined by RingCentral in its sole discretion). To the extent permitted by applicable law, RingCentral will pay you (or your applicable Master Broker) (1) a one-time bonus (“**Customer Experience Bonus**”) for each Qualified CX Sale equal to 4x MRR for such Qualified CX Sale. 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 or existing Customer in your Territory who is purchasing a Customer Experience Service for the first time. You must register the Qualified CX Sale as an opportunity in the Partner Portal prior to the close of the Qualified CX Sale under a RingCentral-brand Partner ID, and the resulting Customer account (“**Qualified CX Account**”) must be activated during the Incentive Period. MRR for a Qualified CX Sale is determined at the end of the month in which the applicable Qualified CX 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 a Customer Experience Service on a Qualified CX Account within six months after activation of such Qualified CX Account and the application of any free service credits, RingCentral is entitled to a refund of the portion of the Total Bonus paid to you (or your applicable Master Broker) corresponding to the resulting decrease in MRR for the applicable Qualified CX Sale, which, to the extent permitted by applicable law, RingCentral may set off against any amounts owed by RingCentral to you (or your applicable Master Broker). If you registered your Qualified CX Sale under your Master Broker, your Master Broker is solely and exclusively responsible for determining in its sole discretion if, what, and when to pay you under this Incentive Program. RingCentral reserves the right in its sole discretion to modify or end this Incentive Program at any time. Each capitalized term used but not otherwise defined herein has the meaning given in your or your Master Broker’s Partner agreement with RingCentral. Except as expressly provided herein, the terms of your or your Master Broker’s Partner agreement govern this Incentive Program.

Bonuses:

Bonuses are awarded to you (or your applicable Master Broker) and not to any individual(s). RingCentral shall pay bonuses due to you (or your applicable Master Broker) under this Incentive Program on or around the last day of the second month after the applicable Qualified Account is activated. Master Brokers 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 applicable Partner’s responsibility, provided that such Partner shall not distribute a bonus awarded under this Incentive Program to any person or organization outside its organization.

Limitations:

This Incentive Program is not available for any sales opportunity where you or your Master Broker 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. You or your Master Broker shall make all required disclosures to any actual or potential customers or consumers, including 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 and commission payments for each transaction for which you or your Master Broker are claiming an incentive or commission. Such disclosures must be made in writing prior to provision of any advice or goods or services. You and your Master Broker each certify that (a) it is not a government entity, (b) it has not accepted any incentives or payments under the Incentive Program or your or your Master Broker’s Partner agreement to the extent that they relate to you (or your Master Broker’s) performance of a government prime contract requiring you (or your Master Broker) 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 incentives or payments under the Incentive Program or your or your Master Broker’s Partner agreement shall not violate any government rules or regulations, including those relating to conflicts of interest or kickbacks. You and your Master Broker each agree to indemnify and hold harmless RingCentral for any loss, cost, fine, or other damages resulting from its failure to observe this certification. You and your Master Broker further acknowledge and agree that RingCentral may terminate the Incentive Program or your (or your Master Broker’s) participation in it at any time in RingCentral’s sole discretion and that RingCentral may elect to withhold or delay any incentive or payment to which you (or your Master Broker) 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, you, or your Master Broker becomes the target of any government action or investigation in any way relating to the Incentive Program or your or your Master Broker’s Partner agreement, or (iii) RingCentral decides in its sole discretion to discontinue the Incentive Program due to a change in the regulatory environment.

MVP 4x SPIFF

Terms and conditions apply: Offer valid January 31st, 2023 – December 31st, 2023 (the “**Incentive Period**”). In order to participate in this RingCentral MVP SPIFF (“**Incentive Program**”), you must be an active Partner on file with RingCentral who is subject to a RingCentral commissions plan that, aside from incentive payments or spiffs, provides for residual commissions only (i.e., no upfront commissions) in your (or your master agent’s, master broker’s, or distributor’s (collectively, “**Master Broker**”)) Partner agreement with RingCentral (as determined by RingCentral in its sole discretion). To the extent permitted by applicable law, RingCentral will pay you (or your applicable Master Broker) (1) a one-time bonus (“**MVP Bonus**”) for each Qualified MVP Sale equal to 4x MRR for such Qualified MVP Sale. 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 MVP 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 you (or your applicable Master Broker) corresponding to the resulting decrease in MRR for the applicable Qualified MVP Sale. If RingCentral is entitled to a refund of 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 you (or your applicable Master Broker). If you registered your Qualified CX Sale under your Master Broker, your Master Broker is solely and exclusively responsible for determining in its sole discretion if, what, and when to pay you under this Incentive Program. Each capitalized term used herein but not otherwise defined has the respective meaning given in your or your Master Broker’s Partner agreement with RingCentral. Except as expressly provided herein, the terms of your or your Master Broker’s Partner agreement govern this Incentive Program.

Bonuses:

Bonuses are awarded to you (or your applicable Master Broker) and not to any individual(s). RingCentral shall pay bonuses due to you (or your applicable Master Broker) under this Incentive Program on or around the last day of the second month after the applicable Qualified Account is activated. Master Brokers 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 applicable Partner’s responsibility, provided that such Partner shall not distribute a bonus awarded under this Incentive Program to any person or organization outside its organization.

Limitations:

This Incentive Program is not available for any sales opportunity where you or your Master Broker 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. You or your Master Broker shall make all required disclosures to any actual or potential customers, including 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 incentives and commission payments for each transaction for which you or your Master Broker are claiming or will claim an incentive or commission. Such disclosures must be made in writing prior to provision of any advice or goods or services. You and your Master Broker each certify that (a) it is not a government entity, (b) it has not accepted any incentives or payments under the Incentive Program or your or your Master Broker’s Partner agreement to the extent that they relate to you (or your Master Broker’s) performance of a government prime contract requiring you (or your Master Broker) 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 incentives or payments under the Incentive Program or your or your Master Brokers’ Partner agreement shall not violate any government rules or regulations, including those relating to conflicts of interest or kickbacks. You and your Master Broker each agree to indemnify and hold harmless RingCentral for any loss, cost, fine, or other damages resulting from its failure to observe this certification. You and your Master Broker further acknowledge and agree that RingCentral may terminate the Incentive Program or your (or your Master Broker’s) participation in it at any time in RingCentral’s sole discretion and that RingCentral may elect to withhold or delay any incentive or payment to which you (or your Master Broker) 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, you, or your Master Broker becomes the target of any government action or investigation in any way relating to the Incentive Program or your or your Master Broker’s Partner agreement, or (iii) RingCentral decides in its sole discretion to discontinue the Incentive Program due to a change in the regulatory environment.