

HOW DO YOU MAKE A GREAT INCENTIVE EVEN BETTER?

EVOLVE IP

WILL NOW OFFER THE SAME INCENTIVE PROGRAM FOR BOTH NEW AND EXISTING CUSTOMERS BY ALLOWING OUR SALES PARTNERS THE ABILITY TO GET PAID TWICE.

- Leverage Evolve IP's ONECLOUD™ strategy for both Cloud Communications and Cloud Computing
- Double your Incentive opportunity by selling additional services within 18 months of the original sale
- Additional bonus payments to those partners that can upsell Compute sales to existing UCaaS/CCaaS customers
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See below for additional details

EVOLVE IP IS PROUD TO ANNOUNCE OUR

NEW Q3/Q4 INCENTIVE PROGRAM

UCaaS/CCaaS SOLD REVENUE	SPIFF (BASED ON SOLD MRR)
\$1,000 - \$2,500	200%
\$2,500 - \$10,000	300%
\$10,000 - \$20,000	400%
\$20,000+	500%

CLOUD COMPUTE SOLD REVENUE	SPIFF (BASED ON SOLD MRR)
\$1,000 - \$10,000	100%
\$10,000 - \$20,000	200%
\$20,000+	300%

EFFECTIVE ON NEW LOGOS REGISTERED BEFORE 12/31/2018 OR ON EXISTING LOGOS REGISTERED WITHIN 12 MONTHS OF THE ORIGINAL SALE

TERMS AND CONDITIONS: This promotion replaces all existing promotions and is based on both New Logos and New Products sold to existing accounts. New Products sold to existing accounts are defined exclusively as Cloud Communication customers that add Cloud Computing (IaaS, DaaS, DRaaS) or Cloud Computing customers that add Cloud Communications (UCaaS, CCaaS). New Logos and New Products sold to existing accounts must be registered through the Evolve IP Partner portal within 12 months of the original sale date and result in the execution of an Evolve IP sales order for new or additional services worth greater than \$1,000 in new Monthly Recurring Revenue. New Products must be sold within 18 months of the original sale date. This promotion is a) based on the total sold Monthly Recurring Revenue less applicable taxes, fees, and surcharges, b) is not payable on any non-recurring revenue, ITaaS/Help Desk services, any 3rd party dedicated access circuits (i.e. T-1, fiber, etc), or software licensing including but not limited to Microsoft SPLA, O365, Cisco Umbrella, Clearlogin, or Mimecast, and c) is based on standard 36-month terms - any reduction in term will result in a reduced payout. Any sales that are tied to either a Trial or Proof of Concept ("POC") account will not be paid until a successful Trial or POC period has ended and results in the account moving forward with the installation of all services defined on the executed sales order. The total promotion amount paid on any individual account will not exceed \$250,000 and may be reduced if additional pricing concessions are offered over and above Evolve IP's standard discounting. Payment of the promotion will be as follows: 50% of the promotion will be paid when the order is sold and the remainder will be paid once all services and quantities on the executed sales order have been installed. Any reductions or cancellations of the executed sales order will result in a chargeback or partial chargeback of the 50% upfront payment. Installation must be completed within 180 days of execution date of the sales order, and any delays or failure to install may result in a chargeback or reduction of the promotion payment. Final determination of compliance with the above terms is at Evolve IP's sole discretion, and Evolve IP reserves the right to discontinue the promotion at any time without notice. Offer good until December 31, 2018