

# CONQUER SOMETHING EPIC!

Score a boatload of Q2 cash – up to 3X MRR!

LINE OF BUSINESS	ELIGIBLE SERVICES	PAYOUT
Double Play	Any Line of Business configuration (Phone/LD + Data) COAX	<b>COAX</b> (No term agreement required) Payout <b>2X</b> MRR
Triple Play	Any Line of Business configuration (Phone/LD + Data + Video) COAX	
Internet Only	Internet Pro - 100 Mbps service (200 Mbps in St. Louis)	
Fiber / Ethernet / SIP / PRI	<ul style="list-style-type: none"> <li>• Optical Internet</li> <li>• Metro Ethernet               <ul style="list-style-type: none"> <li>• PRI</li> <li>• SIP Trunking</li> </ul> </li> <li>• Ethernet over COAX</li> </ul>	<b>FIBER</b> Minimum 24 month agreement required Payout <b>3X</b> MRR!

\* Eligibility timing is based upon customer contract signed date.

Terms and Conditions: © 2015 Spectrum Business Partner Incentive applies to new contracts only. Renewals, upgrades, downgrades or moves of existing locations are not eligible for upfront incentive payment. COAX may not require a term agreement and equals 2X monthly recurring revenue (MRR) upfront incentive. Internet Pro is defined as 100 Mbps / 7 Mbps (200 Mbps / 7 Mbps in the St. Louis market); areas/zip codes that do not offer 100 Mbps service do not qualify for the 2X payout. 100 Mbps Internet service is not available in all areas. Fiber deals require a minimum 24 month term contract or longer: 24 - 60 month term equals 3X MRR upfront incentive. Limited-Time upfront incentive. Eligibility Period: March 22, 2015 to June 21, 2015 and is subject to change at any time and at Spectrum Business's sole discretion. Channel Partner must be in a signed agreement with Spectrum Business and therefore be an Authorized Channel Partner in good standing with the Spectrum Business Partner Program. Payment is made to Authorized Channel Partner upon services installed for non-construction opportunities, or Spectrum Business financial approval for construction opportunities, within normal commission payment cycles. Maximum payment of \$10,000 per customer applies in aggregate across related, affiliates, subsidiaries for multiplier portions of the incentive. Cannot be combined with any other incentive. Special pricing or Individual Case Basis (ICB) requests may disqualify opportunities from payment. Spectrum Business reserves the right to recover payments on contracts that do not install services within six months of contract date or terminate services within six months of installation and is not eligible on Type II / resale circuits - Restrictions apply. Incentive not available to all partners. Contact your Channel Manager for further details.