



EARN UP TO 10X SPIFF

STACK
SOLUTIONS.
BOOST
EARNINGS.

Purpose-built solutions that win for your customers.

Maximum rewards that win for you.

5 QUALIFYING SOLUTION CATEGORIES

Close deals in any of these areas and earn serious SPIFFs. Higher MRR = Higher multipliers.

Combine to activate the SPIFF Accelerator and earn up to **+3X EXTRA!**

1	2	3	4	5
				
Network & Connectivity	Communications	Managed IT	Hospitality	Managed Wi-Fi
1.5X SPIFF	5X Minimum 3-Year Deal	5X Minimum 3-Year Deal	5X Minimum 3-Year Deal	5X Minimum 3-Year Deal
	6X \$500-\$999 MRR	6X \$500-\$999 MRR	6X \$500-\$999 MRR	6X \$500-\$999 MRR
	7X \$1,000+ MRR	7X \$1,000+ MRR	7X \$1,000+ MRR	7X \$1,000+ MRR
Services	Services	Services	Services	Services
- Dedicated Internet Access (DIA) - Business Broadband - Fiber - Managed WAN - Rental Hardware (any)	- UCaaS / Hosted PBX - SIP Trunking - Microsoft Teams Voice - Operator Connect - Direct Routing - Contact Center / CCaaS	- Managed Firewall - SD-WAN - SASE - Managed LAN - Cloud Services - Backup & Business Continuity Services - Managed Security - Other Approved COEO Managed IT Services	- UHCP - PMS Backup - Hospitality Voice - Hospitality Contact Center - Other Approved Hospitality Applications & Managed Services	- Managed Wi-Fi Service - Wi-Fi Management & Monitoring - Approved Recurring Managed Wireless Services

10x SPIFF Accelerator

Bundle Categories on the Same Deal & Earn up To +3X EXTRA SPIFF



Earn an Additional 1X SPIFF on qualifying deals that include solutions from two of COEO's Solution Categories with a minimum \$500 MRC.



Network & Connectivity Accelerator: Earn an additional 0.25x to 0.75x SPIFF when Network & Connectivity generates a minimum of \$750 MRC and is sold alongside another Solution Category.



Cross-Sell Requirement: The combined deal must have a minimum of \$1,500 total MRC to qualify for the accelerator SPIFF.



Example: Sell Network & Connectivity + UCaaS with:

- \$750+ MRC from Network & Connectivity
- \$1,500+ total MRC for the combined deal
- Earn an additional 1X SPIFF on the UCaaS portion plus an additional 0.25X SPIFF on the Network.

5 QUALIFYING SOLUTION CATEGORIES

Terms & Conditions

A. Promotion eligibility dates: 10/01/2026 - 12/31/2026. **B.** Minimum 36 month contract term. **C.** Qualifying new customer logo opportunity. **D.** Customer signature and order submission must occur during the applicable promotion period. **E.** SPIFF is calculated only on eligible recurring charges for the applicable product category. **F.** Special pricing, discounts, non-standard terms, or sales exceptions may result in a reduced or modified SPIFF. **G.** SPIFF payment is made following the installation of the final service (or after installation of the final service for the site if a multi-site deal), subject to the standard commission process. **H.** For deals above \$15,000 MRC payment terms will be determined on an individual case basis. **I.** Qualifying services must install within 120 days of customer signature. **J.** Taxes, surcharges, fees, equipment sales, NRCs, installation charges, usage, consulting, and non-approved third-party services are excluded. **K.** Standard cancellation, non-installation, customer termination, dispute, and clawback provisions apply. **L.** Terms and conditions are subject to change at COEO's sole discretion. **M.** Cross-Sell Bonus applies only to qualifying product categories.