

A PGI EXCLUSIVE FOR AUTHORIZED AGENT & RESELLER PARTNERS

January - June
2018



amp up!

EARN 1X/2X

Payout Cash Bonus Qualifications: Closed Won Deals, January - June 2018

| MRR/Deal | Payout |
|-----------------|--------|
| \$2,000+ | 2X MRR |
| \$250 - \$1,999 | 1X MRR |

*To qualify, deals must be new logos and a minimum 12-month committed contract

Amplify your sales in Q1 and Q2

Unleash the power of collaboration with PGI's Unified Communication and Collaboration solutions.

Earn up to 2X MRR on every qualified new logo opportunity now through June 2018!

A PGI Exclusive for Authorized Agent and Reseller Partners

amp up!

Upfront Cash Bonuses

January – June 2018

Terms and Conditions

This incentive plan is available to PGI Resellers, Channel Master Distributors/Agencies and their respective affiliate Agents and is valid 01/01/2018 - 06/30/2018.

This 1X/2X MRR incentive is a one-time cash bonus equal to one time/two times monthly recurring revenue of a qualified new logo deal. Only one cash bonus per deal. Applies to monthly recurring PGI SaaS revenue for new logo web conferencing software and value add solutions; webcasting and streaming solutions; and committed audio deals. All deals qualify based on the MRR chart below. To qualify for this incentive plan, a sale must be signed and accepted on or before 6/30/2018. To receive payment, deal opportunities must be entered in Salesforce.com where appropriate. Each deal must be a minimum 12-month contract to qualify. Third party web conferencing deals do not apply. PGI reserves the right to evaluate each deal for eligibility.

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PGi Solutions that qualify are in these solution categories:

| |
|--|
| PGi SaaS audio, video and web conferencing |
| PGi SaaS Value Add solutions including Skype CustomInvite, Skype Server Audio, Skype Help/Assist, Enterprise Calendaring App |
| Webcasting and Streaming solutions |
| Committed Audio Conferencing |

*Third party web conferencing deals do not apply

Payout Process:

The incentive payment process begins once the end customer is invoiced for the first billing cycle. Partner payouts will be delivered to the Reseller or Master Distributor/Agency where individual partner incentives will then be distributed respectively. Please allow up to 90 days for payouts. PGI reserves the right to reclaim incentive payouts if qualifying criteria is not met or if early termination of services occurs. Incentive payouts can be reversed if orders or services are not billed within 180 days of signature. Maximum payout of \$20,000 (or equivalent currency) per new logo deal. This incentive does not apply to renewals, cross-sells or up-sells. Should an issue arise, Channel Partner must provide written notice of dispute within 90 days of payment. PGI reserves the right to modify this promotion at any time.

For more information, contact your PGI Channel Manager or email us at partnerincentives@pgi.com

