

A PGI EXCLUSIVE FOR AUTHORIZED AGENT & RESELLER PARTNERS

July - September 2018

New
Summer
Sizzler!

3X
in Q3

on GlobalMeet Conferencing Bundles

amp up!

EARN MORE CASH

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

Payout Cash Bonus Qualifications*:

Closed Won Deals, July – September 2018

MRR/Deal	Payout
 Summer Sizzler – All MRR Deals	3X MRR (GlobalMeet Bundles only)**
\$2,000+	2X MRR
\$250 - \$1,999	1X MRR

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

** Summer Sizzler runs July - Sept 2018 and only applies to GlobalMeet Bundled Conferencing SaaS solutions



Amplify your sales
with PGI

NEW! Don't miss our Summer Sizzler where you will earn an upfront 3X MRR cash bonus on all new logo GlobalMeet Conferencing bundles!

And, earn up to 2X MRR on all other qualified PGI SaaS solutions.

See back page for more details.

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amp up! | Upfront Cash Bonuses

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Terms and Conditions

This incentive plan is available to PGI Resellers, Channel Master Distributors/Agencies and their respective affiliate Agents and is valid 07/01/2018 - 09/30/2018.

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 above. To qualify for this incentive plan, a sale must be signed and accepted on or before 09/30/2018. 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. Our Summer Sizzler is for GlobalMeet Bundled Conferencing SaaS deals only. See chart above.

PGI Solutions that qualify are in these solution categories:



PGI GlobalMeet SaaS audio, video and web conferencing
PGI SaaS Value Add Skype solutions including Skype CustomInvite, Skype Server Audio, Skype Help, Enterprise Calendaring App
SaaS Webinars and Webcasting 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

