

A PGI EXCLUSIVE FOR AUTHORIZED AGENTS

August - December 2017



Bank It!

NOW EARN A

\$500

Lead Bonus

+ 1X MRR

Bank more
money in
Q3 and Q4

Open the vault by selling PGI's conferencing and collaboration solutions.

Earn a \$500 Cash Bonus on every qualified new logo SaaS lead now through September! Close the deal by the end of the year and receive an additional 1X MRR!

Global **Meet**

iMeet

iMeetLive

See back page for more details

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Bank It!

Upfront Cash Bonuses

August - December 2017

Terms and Conditions

This incentive plan is available to PGI Channel Master Agencies and Affiliate Agents and is valid 08/01/2017 - 12/31/2017. The 1X MRR incentive is a one-time cash bonus equal to one times the monthly recurring revenue of a qualified deal based on the annual committed contract value (ACV) and must close between August 1 - December 31, 2017. The \$500 Lead Bonus is a one-time cash payout for all qualified leads submitted August 1 - September 30, 2017. **Both incentives apply to monthly recurring revenue for new logo GlobalMeet, iMeet and iMeetLive software license deals.**

A \$500 MRR/12 month term minimum is required to be eligible for this promotion. It does not apply to any usage-only based revenue. To receive payment, deal registration is required. 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.

Payouts:

Lead Cash Bonus August - September 2017

The incentive payment process begins once a lead has been submitted to a PGI Channel Manager. After verification, the lead cash bonus will be submitted through normal commission cycles at the Master Agent level. Maximum payout is 5 leads/\$2500 per agent seller.

| MRR/Deal | Payout |
|---------------|-------------------|
| \$500 or more | \$500 cash bonus* |

*Maximum 5 lead bonuses per seller during incentive period
*Deals must be a minimum 12/month committed contract (ACV)

Closed Won Deals August - December 2017

The incentive payment process begins once the end customer is invoiced for the first billing cycle. Partner payouts will be delivered to the Master 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 \$10,000 (or equivalent currency) per new logo deal.

| MRR/Deal | Payout |
|---------------|---------|
| \$500 or more | 1X MRR* |

*unlimited deals are eligible for payout
*Deals must be a minimum 12/month committed contract (ACV)

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

