Comcast Business

2X Ethernet SPIF

Crush Your New Year's Revenue Resolution!

There is no better time to sell Ethernet to your customers! Earn up to 2X Monthly Recurring Revenue (MRR) on all qualifying Comcast Business Ethernet sales to new customers or new locations.

1X MRR SPIF on qualifying Ethernet services for deals larger than $2K or have 3+ sites

2X MRR SPIF on qualifying Ethernet services for deals larger than $2K or have 3+ sites **that include ActiveCore℠ SD-WAN or Managed Router**

The Specifics

- Ethernet sales must be one or more of the following services to qualify: Ethernet Dedicated Internet (EDI), Ethernet Private Line (EPL), Ethernet Virtual Private Line (EVPL), Ethernet Network Service (ENS) or Ethernet Over Hybrid Fiber Coax (EoHFC).
- New customers or new locations only. Upgrades or other changes for existing customers or locations do not qualify.
- Sales must be Order Accepted during the eligibility period to qualify.
- For sales that qualify for the 2X MRR SPIF, both the Ethernet component and the SD-WAN/Managed Router component of the eligible sales will be included in the SPIF payment.
- Requires minimum 3-year contract term.
- Equipment fees, custom installation fees, professional service fees and other non-recurring charges which can be amortized into monthly recurring charges do not qualify for SPIF.
- May not be combined with any other current Comcast Business SPIF, unless specifically defined.
- All Comcast Business sales divisions are eligible.
- Comcast Business reserves the right to change or cancel this SPIF without prior notice.

Eligibility period: January 22, 2021 – April 21, 2021

Sales must be submitted or entered into C3 / SFDC on or after 1/22/21 and Order Accepted by 4/21/21.

Eligible Recipients

All Comcast Business Solutions Provider partners in good standing are eligible for this SPIF. **For more information, contact your Comcast Business Partner Sales Manager.**

COMCAST **BUSINESS**

SOLUTIONS PROVIDER PROGRAM

Exclusions and Exceptions
Comcast Business does not dictate commission rates for subagents. Comcast reserves the right to exclude agents from SPIF if Comcast determines in its sole discretion that agent has acted in a fraudulent manner. Comcast is not obligated to provide prior notice if SPIF ends early. Equipment Fees do not qualify for SPIF payment. Off-net/Type 2 circuits sold as part of a multi-site deal will be compensated per contract but do not qualify for SPIF payments. Trunking and Advanced Voice (i.e. PRI, SIP) do not count towards the SPIF payout. Sales must conform to Comcast Business Guidelines of Cooperation. Teaming, special pricing, or other extenuating circumstances may impact SPIF payout and are at the sole discretion of Comcast.

Terms and Conditions
Restrictions apply. Maximum SPIF payment will be $50,000 per eligible sale or deal. Services not available in all areas. Valid 1/22/21 – 4/21/21 for Comcast Business Ethernet sales. For this purpose, Solutions Provider sales partner is defined as the sales partner of record within the Comcast Indirect order system. Incentive for Comcast service only. Comcast reserves the exclusive right at its sole discretion to limit or exclude specific sales that have been discounted outside of normal published discounts. All qualified contracts must be marked as Order Accepted during the incentive period by Comcast's internal processing team. Any sales not currently allowed or commissionable in Comcast's Master Agent or Direct contracts will be excluded from this promo. Normal residual commission rates apply. Solutions Providers only are eligible for this program. Comcast reserves the right to reclaim incentive payments if terms and conditions are not met, the order cancels, or if early termination of services occurs. Any SPIF payments associated with orders that cancel will be subject to claw back. Comcast reserves the right to change or cancel this SPIF without prior notice. Comcast reserves the exclusive right at its sole discretion to modify the Terms and Conditions of this promotion, up to and including the cancellation of the program without prior notice. Any Comcast-provided equipment must be returned in good working order. Early termination fee applies. Equipment, installation, taxes, franchise fees, the Regulatory Recovery Fee and other applicable charges (e.g., per-call or international charges) extra. Service (including 911/emergency services) may not function after an extended power outage. Call your Comcast Business Partner Sales Manager for restrictions or complete details. Comcast © 2021. All rights reserved.