Mitel

Q2 2019 SPIFFS AND CONTESTS

| New Agent Bonus

NEW AGENT BONUS

April 1 – June 30, 2019

$500 When you sell your first MiCloud Connect deal

min. 25 users on 36-month contract

| Mitel Cloud Bonus

Earn up to

4X with no limits

April 1 – June 30, 2019

4X

3X MRR MiCloud Connect +

1X MRR MiCloud Connect 50+ Users

Mitel | MLB PRESENT

LONDON SERIES 19

MLB® IS COMING TO EUROPE

for the First Time Ever

Win a Trip to Mitel & *MLB*® Present London Series 2019®

2 PRIZES AWARDED

Each of the two winners will receive two tickets to each of the Mitel & *MLB*® Present London Series Game®. In addition, airfare and hotel are included.

- Be the top cloud partner with the highest MiCloud Connect MRR during the Eligibility Period.
- Be the cloud partner with the greatest number of MiCloud Connect Deals closed during the Eligibility Period.

| Frequent Flyer Bonus

Get up to **$20,000** as a

Mitel Frequent Flyer

April 1 – June 30, 2019

Earn an additional bonus when you close multiple MiCloud Connect deals in the same quarter!

Must register deals on mitel.com/FastTrack

10 Deals	$20,000
5 Deals	$7,500
3 Deals	$3,000
2 Deals	$2,000

Book 10 and you'll get **$20,000**...not bad, eh?

Q2 2019 PROGRAMS AND PROMOTIONS

PATHWAY PROGRAM

Mitel installed base customers may enjoy incentives to migrate from legacy systems to MiCloud Connect!

- **ShoreTel 14.2** (and earlier) and Connect ONSITE
- **Toshiba:** IP EDGE and CIX
- **Inter-Tel:** Axxess, 5000, 3000 and 1000
- **Mitel:** MiVoice Office 250, MiVoice Business 8.0 (or earlier), 3300 systems and SX systems

MiCloud Connect

$125 credit per user

No Activation Fee

OR

Net New Cloud Promos

| Discount Program

Agent In-House Discount Program

April 1 – December 31, 2019

Take advantage of unique discounts when you purchase MiCloud Connect for your in-house system:

- Up to 56% off Licenses
- 50% off Applications
- 75% off Phones
- 50% off Contact Center

+ Your full commission when you close

MiCloud FastTrack Program

Visit Mitel.com/FastTrack

Agents can now easily register MiCloud Connect opportunities online with Mitel. Agents will receive assistance to close the deal quickly or can hand-it off and let Mitel sales handle it, from quote, to close, to renewal. All while still getting their commission.

WE'LL BUY OUT YOUR CONTRACT

January 2 – June 30, 2019

NET NEW CLOUD CUSTOMERS MAY RECEIVE UP TO

$10,000

IN SERVICE CREDITS

Offset early termination fees when breaking UCaaS or voice contracts to migrate to MiCloud Connect for 36-months.

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