

Lumen Big Wins Incentive (NCI Sales Only)

Bring Lumen your large deals & earn an incentive matching the first month MRC, dollar for dollar!



Lumen bridges networking, managed services, edge cloud, collaboration, and security to deliver an exceptional customer experience. **Bring us your biggest deals to earn more while delivering more for your customers!**

Overview

- Earn a one-time payout of \$20,000 or more with a dollar-for-dollar match of the incremental MRC of your deal (no maximum)
- Deal must be over \$20,000 incremental MRC to qualify
- Deal must be "Closed Won" between October 1, 2024, and December 31, 2024
- Qualified Sales with a minimum service term of two years are eligible
- Opportunities must be Non-Channel Integrated (NCI)
- Not stackable with other incentives

Incentive Period: October 1, 2024 - December 31, 2024

See Page 2 for full terms and conditions.

Contact your Lumen Channel Management Team for full details.

Terms & Conditions: Lumen Big Wins Incentive (NCI Sales Only)

- The Lumen Big Wins Incentive (the "Incentive") is open to Eligible Participants (defined below).
- Eligible Participants are eligible to receive one Payout per billing customer, per Incentive Period. Standard commission rates apply in addition to the Incentive.
- The Incentive applies only to Qualified Sales. A "Qualified Sale" is a sale that meets the following criteria: Opportunities must be marked "Closed Won" in Salesforce between October 1, 2024, and December 31, 2024. Opportunities must be for new logo customers or for existing customers ordering net-new services (except as stated below, renewals and replacement services will not qualify for the Incentive). Opportunities must include a minimum monthly recurring charge (MRC) of \$20,000 and a minimum two-year service term.
- "Eligible Participants" is defined as channel partners who have active Partner Program Agreements or Solution Partner Agreements with CenturyLink Communications, LLC d/b/a Lumen Technologies Group ("Lumen") or its affiliates and such partners' sub-agent business entities.
- Payout will be a dollar per dollar first month MRC match for deals valued at \$20,000 and above incremental MRC with no maximum payout.
- To qualify for this Incentive, a Qualified Sale must be for a Service billed by Lumen in North America, subject to North American sales recognition guidelines.
- "Incentive Period" means the period beginning October 1, 2024 and ending December 31, 2024, or upon budget depletion—whichever comes first. In situations of budget depletion, deals will be paid on a first-in basis up to the budgeted amount.
- Standard ordering processes apply.
- Payout is based on the incremental MRC stated in a valid customer signed order accepted by Lumen in accordance with its standard process. Qualified Sales amounts consist of incremental MRC + Committed Usage.
- All product orders included on the original deal will contribute toward the Incentive requirements. Subsequent deals will not be considered for the Incentive.
- Incentive awards will be paid at the partner level through the regular commission process.
- The Incentive will be paid approximately 45 days after a Qualified Sale is "Closed Won" in Salesforce within the Incentive Period.
- The Incentive will apply to strategic product migrations/replacement services and technology refresh only if such migrations/replacement services and refreshes qualify for sales recognition under Lumen's Sales Recognition guidelines.
- Strategic product migration sales recognition is based on full value if the service substitution is a strategic product migration (as approved by Finance/Product).
 - Migration/Replacement Services-Sales recognition is for the net-new revenue generated; If the replacement services are similar, sales recognition will be computed for the incremental amount of revenue increase.
 - In either case, the related disconnect will be netted with new install service to compute the net amount.
- Lumen may modify, suspend, amend or terminate the Incentive at any time and without prior notice to or consent of Eligible Participants. Lumen specifically reserves the right to change the Incentive in a manner that may modify or eliminate the amount of the Incentive.
- Incentive disputes will be considered on a case-by-case basis. All disputes must be submitted within 120 days of the Salesforce "Closed Won" date. Incentive disputes submitted after 120 days will not be considered.
- Any liability for federal, state or other taxes for the Incentive will be the sole responsibility of the Eligible Participants. Lumen will not be responsible for payment of any such taxes.
- Lumen will review all submitted orders to ensure Incentive criteria have been met before awarding payouts.
- Lumen reserves the right to end, modify or deny any claim under this Incentive, including the right, in its sole discretion, to deny any Incentive submission that does not satisfy the terms of the Incentive.
- Orders that cancel prior to installation will not qualify for the Incentive, and Lumen may recover any incentive payouts paid in connection with such Orders, including by way of off-set against the channel partner's normal commissions.
- Lumen reserves the right to review all Qualified Sales for which Eligible Participants received a Payout under this Incentive, up to 24 months from the service installation date, to verify that the MRC requirement for such Qualified Sale is being met. If not, Lumen may recover the Payout paid, including by way of off-set against the channel partner's normal commissions.
- The Incentive is void where prohibited.
- Check the Lumen Channel Partner Portal regularly for updates to the Incentive.
- This Incentive may not be combined with other incentives offered by Lumen.
- This Incentive will apply to non-channel integrated ("NCI") opportunities only.

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