



# Earn up to **8x** MRR

## with Avaya OneCloud™ CCaaS and Avaya Cloud Office® by RingCentral®

Seats activated with initial order and **additional seats activated** during the incentive period are eligible.



Avaya offers commissions on Avaya Devices, Avaya Professional Services, Avaya SIP Trunking, and Avaya Spaces. Check with your Master Agent for details.

Solution	Minimum Term*	Existing Customer	New Customer
Avaya Cloud Office by RingCentral	2 years	6x MRR	6x MRR
Avaya OneCloud CCaaS	1 year	4x MRR	5x MRR
Avaya OneCloud CCaaS & Avaya Cloud Office by RingCentral	3 years	7x MRR	

**Sell OneCloud CCaaS to a new Contact Center customer and earn a stacking 1x MRR bonus!**



## Questions?

Contact your Avaya Cloud Specialist.  
For more information on becoming an Avaya Sales Agent:  
[www.avaya.com/en/partners/salesagents/](http://www.avaya.com/en/partners/salesagents/)

\*Terms and conditions apply. To qualify, must be an active Avaya Sales Agent. Applicable for customers who activate Avaya Cloud Office (ACO) and/or Avaya OneCloud CCaaS (CCaaS) account between October 1<sup>st</sup>, 2021 and March 31<sup>st</sup>, 2022. Applies to monthly or annual pre-paid agreements. Seats activated with the initial order and additional seats activated during the incentive period are eligible. After March 31<sup>st</sup>, 2022, seats added to contracts originally activated during the incentive period with minimum 2-year agreement will be eligible for 3x MRR for remainder of the initial customer contract. MRR is defined as monthly recurring revenue related to the recurring subscription attributable to a qualified seat. Device purchases, device rentals, professional services, one-time charges and services (including usage-based Charges, regulatory fees, and charges for a toll-free number), e911 fees, live report fees, shipping and other applicable fees and taxes are not included in MRR. MRR is calculated net of any credits, refunds, discounts and other reductions in respect of a qualified seat. New Customer is defined as a new Avaya customer that has not purchased any Avaya Contact Center solutions in the last three (3) years. 7x and 8x MRR incentive requires a minimum of twenty-five (25) CCaaS seats and twenty-five (25) ACO seats to qualify. This incentive replaces and is not in addition to any upfront commissions. Deals with special terms, including but not limited to, service credits or discounts that exceed generally available public promotions are subject to review. One-time SPIFF incentives are paid to Master Agents based on seat activation. Should the customer cancel service within six months of initial payment, all commissions paid will be assessed a charge-back on the incentive program. Upfront incentives are intended to be passed through the Master Agent to the Sales Agent associated with the transaction. Contact your Master Agent for payment timeline. Avaya reserves the right to modify or stop offering this incentive at any time at its sale discretion without prior notice.

