



# Celebrate 10 Years of ESI Cloud with 10x MRC on New Cloud Sales

To honor a decade of ESI in the Cloud, eligible deals can earn up to **10x MRC** (Monthly Recurring Charges) for selling the award-winning *ESI eCloud PBX™* solution!

## Earn 10X or 8X MRC on 5-Year Deals:

New Cloud deals with fifteen phones or more on five (5) year contracts can receive a total of ten (10) times MRC over the length of the agreement. For example, Sales agents receive three (3) times MRC in Year 1, two (2) times MRC in Years 2-4, and one (1) times MRC in Year 5. *Note: 3x MRC is paid upfront the month after activation and receipt of the customer's first monthly payment.*

10x MRC, 5 Year Commission Structure (15+ phones):

Year 1	Year 2	Year 3	Year 4	Year 5
3x MRC	2x MRC	2x MRC	2x MRC	1x MRC

8x MRC, 5 Year Commission Structure (14 phones or fewer):

Year 1	Year 2	Year 3	Year 4	Year 5
3x MRC	2x MRC	1x MRC	1x MRC	1x MRC

## Earn 4X MRC on 3-Year Deals:

New Cloud deals with three (3) year contracts can receive a total of four (4) times MRC over the length of the agreement. For example, Sales agents receive two (2) times MRC in Year 1, and one (1) times MRC in Years 2-3. *Note: 2x MRC is paid upfront the month after activation and receipt of the customer's first monthly payment.*

3 Year Commission Structure:

Year 1	Year 2	Year 3
2x MRC	1x MRC	1x MRC



## Promotion Term & Conditions:

- a. Promotion period **begins on March 1, 2024 and ends on March 31, 2025.**
- b. Leads submitted prior to March 1, 2024 will not count towards this promotion.
- c. The 4x, 8x or 10x promotion only applies to commission-eligible Monthly Recurring Charges (MRC). As per ESI's standard compensation plan.
- d. 10x MRC promotion requires a minimum of fifteen (15) phones; any 5-year deals with fewer than fifteen phones will only be eligible for the 8x MRC promotion.
- e. MRC excludes usage, overage, taxes and fees, Partner add-on items, and any monthly hardware payments (other than rental phones).
- f. Only Agents and Certified Resellers are eligible to participate in this promotion.
- g. Any new sales must qualify as being eligible for commissions under the applicable agent agreement.
- h. This promotion includes MRC for rental phones. If phones are purchased, agent receives standard 20% commission for the phones.
- i. Resellers must be current at the time of booking, with no outstanding past due balances for premises-based equipment sales.
- j. Upfront and cumulative bonuses are based on the customer signing a 3- or 5-year agreement.
- k. Eligible sales are for new customers. Add-on sales to existing customer sites are not eligible for this promotion.
- l. Conversions from eSIP-as-a-Service and ESI SIP Trunks are not eligible for this promotion. Agent's in-house systems also do not qualify for this promotion.
- m. The money paid out during this promotion is subject to claw-back of paid amounts regardless of all other terms and conditions, and partners accepting payments under this promotion specifically accept this claw-back provision. The purpose of this claw-back provision is to ensure that uninstalled, canceled, reduced services, or otherwise non-delivered sales are not eligible under this promotion.
- n. Any new sales that are terminated or canceled for any or no reason within one year of activation are subject to full claw-back and recovery of payouts as detailed above.
- o. Any eligible sales for which full payment has not been received from the customer for the first six (6) months after activation are subject to full claw-back and recovery of payments made to the agent.
- p. Any sales arriving from or involving misrepresentations, fraud and/or violation of law by agent are subject to claw-back and recovery of payments made under this program.
- q. Customer must successfully pass a standard credit check for the sale to be eligible for this promotion.
- r. This promotion is based on ESI's standard pricing and cannot be combined with any other special pricing concessions or promotions.
- s. New sales that require discounted pricing will be subject to reduced (or no) payout and must be approved in writing by ESI's VP of Sales.
- t. The 3x MRC in Year 1 is payable the month following activation, after ESI has received the first monthly payment from the customer. Annual promotion payments will be made during that same calendar month in subsequent years. (Ex. 3-yr deal: if 2x MRC is paid upfront in May '24, payouts of 1x MRC will be paid in May '25 and 1x MRC in May '26.)
- u. The standard 20% commission will not be paid on the month of the promotional MRC payment.
- v. All eligible sales must be activated by March 31, 2025.
- w. ESI reserves the right to expand or restrict the scope of services covered as a part of this promotion.
- x. ESI reserves the right to alter the terms and conditions of this promotion without prior notice.