SASE Solutions with Fortinet Incentive

Sell Lumen Secure Access Service Edge (SASE) Service with Fortinet and earn up to $10,000

The Lumen Platform for Amazing Things delivers much more than network and connectivity services. **Earn up to $10,000** per billing customer when you sell **Lumen® SASE Solutions with Fortinet** to help address the holistic needs of next-gen enterprise data workloads and applications solutions.

SASE Solutions with Fortinet Incentive Overview:

- **Earn a one-time payout equal to $200 per site, up to $10,000 per billing customer, when you sell Lumen® SASE Solutions with Fortinet.**
- Minimum service term of two years

Incentive Period: April 1 - June 30, 2023

See Page 2 for full terms and conditions. Contact your Lumen Account Team for full details.

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Terms & Conditions: SASE Solutions with Fortinet Incentive

- The SASE Solutions with Fortinet Incentive (the "Incentive") is open to Eligible Participants (defined below).
- Eligible Participants are eligible to receive a one-time payout equal to $200 per site receiving Lumen® SASE Solutions with Fortinet via a Qualified Sale (defined below), with a maximum payout of $10,000 per billing customer.
- The Incentive applies only to Qualified Sales of Lumen SASE Solutions with Fortinet with a minimum service term of two years that are marked "Closed Won" in Salesforce during the Incentive Period.
- "Eligible Participants" means channel partners who have active partner agreements with CenturyLink Communications, LLC d/ b/a Lumen Technologies Group ("Lumen") or its affiliates and such partners' sub-agents.
- "Incentive Period" means the period beginning April 1, 2023, and ending June 30, 2023, 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.
- "Qualified Sale" means a sale of Lumen SASE Solutions with Fortinet in accordance with the channel partner's partner program agreement with Lumen or an affiliate (and any terms contained therein), where the sale has a term of at least two years and has monthly recurring charge(s) associated with it and such related order is accepted by Lumen.
- Standard ordering processes apply.
- This Incentive can be applied once per billing customer during the Incentive Period. Standard commission rates apply in addition to the Incentive.
- Payout based on the number of sites receiving SASE Solution with Fortinet as stated in a valid customer signed order accepted by Lumen in accordance with its standard processes.
- All orders for Lumen SASE Solutions with Fortinet included on the original deal/Salesforce opportunity will contribute towards the Incentive requirements. Subsequent deals/orders/ Salesforce opportunities for SASE Solution with Fortinet will not be considered, or eligible, for the Incentive.
- Incentive payouts will be paid at the partner level through the regular commission process.
- The Incentive payouts will be paid approximately 45 days after a Qualified Sale is "Closed Won" in Salesforce, provided this occurs prior to the conclusion of the Incentive Period.
- Lumen may modify, suspend, amend, or terminate the Incentive at any time and without any prior notice to, or consent of, Eligible Participants. Lumen specifically reserves the right to change the payout structure and/or criteria of the Incentive in a manner that may modify or eliminate the amount of the Incentive payout(s).
- Incentive disputes will be considered on a case-by-case basis. All disputes must be submitted to Lumen 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 related to the Incentive are the sole responsibility of the Eligible Participants. Lumen is not 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 for a payout 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 Incentive payout(s) associated with such orders, including by way of off-set against the channel partner's (or applicable sub-agent's) normal commissions.
- Lumen reserves the right to review all Qualified Sales for which Eligible Participants received an Incentive payout under this Incentive for 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 Incentive payout paid, including by way of off-set against the channel partner's (or applicable sub-agent's) normal commissions.
- Void where prohibited.
- Check the Lumen Channel Partner Portal regularly for updates to the Incentive.
- Except as expressly noted within the terms of another Lumen incentive program, this Incentive may be combined with other incentives offered by Lumen.
- This Incentive will apply to Channel Integrated ("CIE") and non-channel integrated ("NCI") opportunities.

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