2020 INCENTIVES

CenturyLink Digital Business Bundles Incentive

Incentive Period: Jan. 1 - June 30, 2020

It's Simple: Sell CenturyLink® Digital Business Bundles that are application-ready and data-secured and earn 1X MRC! Digital Business = Faster innovation, which leads to a better customer experience. Be the trusted advisor for your customers by offering Digital Business Bundles.

FOCUS

- Office 365 (O365)
- Web Hosting & Design Templates
- CloudFax
- Data Backup & More!

SELL

- Sell an Eligible Digital Business Bundle valued at $500 MRC or more:
  - CenturyLink® Fiber+ & CenturyLink® Fiber+ Enterprise
- New purchase with minimum contract term of 2 years
- Orders must be created and submitted by partner to be eligible
- Non-channel integrated (NCI) sales only

EARN 1X MRC!

Earn a one-time payout equal to 1X MRC, up to $5,000, per billing customer!

See Page 2 for full terms and conditions. Information on all Partner Incentives is available on the CenturyLink Channel Partner Portal. Contact your CenturyLink Account Team for full details.

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Terms & Conditions: Digital Business Bundles Incentive

- The Digital Business Bundles Incentive (the "Incentive Program") applies to Channel Partners who have active Partner Agreements with CenturyLink or its affiliates and such Partners' Sub-Agents ("Eligible Participants") subject to the following terms and conditions. Current commissionable products are available on the CenturyLink Channel Partner Portal.
- The Incentive Program applies only to qualified sales:
  - Marked "Closed Won" in SalesForce.com from January 1, 2020 to June 30, 2020
  - For new logo customers
  - For existing customers so long as such customers (i) order net-new services, (ii) add Eligible Digital Business Bundle Products (as defined below) at a new location, and (iii) such opportunity is noted as "New Location" in Salesforce. Renewals and/or replacement services (e.g. ported or upgraded services) will not qualify for the Incentive Program.
  - With a minimum monthly recurring charge ("MRC") for Eligible Digital Business Bundle Products of $500 or more and a minimum contract term of 2 years
  - For non-channel integrated (NCI) deals
- A new logo is a sale to a customer that has no historical sales and no historical revenue at the Bus Org Number and Ultimate Customer level for the previous 6 months.
- Sales must include a CenturyLink countersigned contract, if applicable.
- Eligible Digital Business Bundle Products include: Fiber+ and Fiber+ Enterprise. Your SalesForce.com opportunity must have one of these bundles listed to be eligible (IQ-SIP and HVoIP are considered a la carte and not included in the bundles, excludes Fiber + Essential).
- Fiber+ solutions cannot be sold to a data center.
- This incentive can be applied only once per billing customer per incentive period.
- Orders must be created and submitted by Partner to be eligible.
- Payout based on the MRC stated in a valid customer order signed and submitted by customers and accepted by CenturyLink in accordance with its standard process.
- All Eligible Digital Business Bundle Product orders included on the original deal will count towards the Incentive Program. Eligible Digital Business Bundle Products added on subsequent deals will not be included.
- Channel Partners will be paid at the Partner level through the regular commission process.
- Standard commission rates apply in addition to incentive.
- Standard ordering processes apply.
- The Incentive will be paid approximately 45 days after the end of the month in which CenturyLink's Finance group recognizes the qualified sale.
- Eligible Participants are eligible to receive a one-time payout equal to 1X MRC for each qualified sale, with a maximum payout of $5,000 per billing customer.
- The Incentive Program will be active until June 30, 2020, or until the budget is depleted – whichever comes first. In situations of budget depletion, deals will be paid on a first-in basis until the budget funds are exhausted.
- Any liability for federal, state or other taxes for the 2020 Incentive Program will be the sole responsibility of the Eligible Participants. CenturyLink will not be responsible for payment of any such taxes.
- CenturyLink may modify, suspend, amend or terminate the Incentive Program at any time and without prior notice or consent by Eligible Participants. CenturyLink specifically reserves the right to change the Incentive Program in a manner that may modify or eliminate the amount of monetary rewards that may otherwise be payable under this Incentive Program. To be effective, any modification, suspension, or amendment of the Incentive Program must be authorized in writing by the Sales Operations lead or his/her designee.
- Incentive Program disputes will be considered on a case-by-case basis. All disputes must be submitted in writing within 90 days of the Salesforce "Closed Won" date. Incentive Program disputes submitted after 90 days will not be considered.
- CenturyLink reserves the right in its sole discretion to disallow any opportunity that does not meet the terms of the Incentive Program.
- CenturyLink reserves the right to end, modify, or deny any claim under this Incentive Program.
- CenturyLink will review all submitted orders to ensure incentive criteria have been met before payouts are awarded.
- Customer orders that cancel prior to installation will not qualify for the Incentive Program and CenturyLink may recover incentives paid in connection with such Orders, including by way of off-set against the Channel Partner's normal commissions.
- CenturyLink reserves the right to review all qualified sales for which Eligible Participants received an incentive under this Incentive Program six months from the "Closed Won" date to verify that the minimum MRC requirement for such qualified sales is being met. If not, CenturyLink may recover the incentive paid, including by way of off-set against the Channel Partner's normal commissions.
- Void where prohibited.
- Check the CenturyLink Channel Partner Program Portal regularly for updates to the Incentive Program.
- The Incentive Program may be combined with other incentives offered by CenturyLink.

Incentive offer expires June 30, 2020, or upon budget depletion, whichever comes first. ©2020 CenturyLink. All Rights Reserved. CenturyLink may change or cancel offers or substitute similar offers at its sole discretion without notice.
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