Lumen Digital Accelerator Incentive

Sell select Lumen advanced technology solutions & earn up to $20,000

Lumen delivers much more than network and connectivity services. **When you sell Lumen UCaaS, Security, Cloud, Edge and/or SASE solutions, you can earn up to $20,000 per billing customer** while helping them succeed in today's technology-driven marketplace.

Lumen Digital Accelerator Incentive Overview:

- **Earn a one-time payout equal to 1X MRC of the Eligible Product(s) sold via a qualified sale when you sell any Eligible Product from the following: UCaaS, Security, Cloud, Edge or SASE.**
- **Earn an additional one-time payout equal to 1X MRC of "Trial SASE Services"** when you utilize the Lumen SASE Solutions Free Trial promotion.
- Maximum total payout is $20,000 per billing customer.
- Additional Requirements
  - Minimum $1,000 Eligible Product monthly recurring charge(s) ("MRC")
  - 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 to learn more.

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Lumen Digital Accelerator Incentive Eligible Products

- Lumen® Adaptive Network Security
- Lumen® Adaptive Network Security Mobility
- Lumen® Adaptive Network Security Site
- Lumen® Advanced Managed Services
- Lumen Advanced Managed Services 1.0
- Lumen® Cloud
- Lumen® Cloud Application Manager
- Lumen® Cloud Communications
- Lumen Data Protect Backup Services
- Lumen Data Services
- Lumen DDoS Appliance Service
- Lumen® DDoS Hyper®
- Lumen® DDoS Mitigation Services
- Lumen DDoS Mitigation Site
- Lumen® Edge Gateway
- Lumen® Edge Hosting Environment
- Lumen Managed Cisco Firewall
- Lumen® Managed Firewall Service
- Lumen Network Protection Service
- Lumen Network Security
- Lumen® Network Storage
- Lumen® Security Log Monitoring
- Lumen Security Solutions
- Lumen SASE SD-WAN
- Lumen SASE Secure Web Gateway
- Lumen SASE Technical Service
- Lumen SASE Firewall
- Lumen SASE Remote Access
- Lumen SASE On-Site Installation
- Lumen SASE CPE
- Lumen SASE Support - Design & Implementation
- Lumen SASE Profile
- Lumen SASE Nodes
- Lumen SASE Node
- Lumen Solutions for Zoom
- Lumen UCaaS

Terms & Conditions: Lumen Digital Accelerator Incentive

- The Digital Accelerator Incentive (the "Incentive") is open to Eligible Participants (defined below).
- Eligible Participants can receive a one-time payout equal to 1X MRC of the Eligible Product(s) (defined above) for each Qualified Sale (defined below) of such Eligible Product(s) with a maximum total payout of $20,000 per billing customer.
  - Qualified Sales for Eligible Products that are Trial SASE Services are eligible for the Incentive and Eligible Participants can earn an additional one-time payout equal to 1X MRC of the Trial SASE Services included within the Qualified Sale. The free trial promotion may have additional or different requirements than this Incentive (such as a minimum 3-year Service Term). For the sake of clarity, in no event will Lumen pay an Eligible Participant more than $20,000 per billing customer under this Incentive.
- The Incentive applies only to Qualified Sales of "Eligible Products" (defined as the products listed in the above table):
  - Marked "Closed Won" in Salesforce during the Incentive Period; and,
  - Where the Eligible Product(s) have a minimum MRC of $1,000 and a minimum service term of two years.
- "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.
- Your Salesforce opportunity must include an Eligible Product.
- "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" shall mean a sale of Eligible Product(s) in accordance with the channel partner's partner program agreement with Lumen or an affiliate (and any terms contained therein), where the Eligible Product sold has a term of at least two years and has a minimum of $1,000 in 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, to the extent the Eligible Product(s) included in a Qualified Sale are compensable.
- Payout based on the MRC of the Eligible Product(s) stated in a valid customer signed order accepted by Lumen in accordance with its standard ordering process(es) and any committed usage associated with such Eligible Product(s).
- All orders for Eligible Products included in the original deal/ Salesforce opportunity will contribute towards the Incentive requirements. Orders for Eligible Products on subsequent deals/ Salesforce opportunities related to a billing customer for which an Eligible Participant has already received a payout will not be considered, or be eligible, for the Incentive.
- Incentive awards 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 any Incentive payouts associated 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 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 paid, including by way of off-set against the channel partner'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 applies to Channel Integrated ("CIE") and non-channel integrated ("NCI") opportunities.

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