2020 INCENTIVES

CenturyLink
Lead with CenturyLink Incentive

Incentive Period: Jan. 1 - June 30, 2020

It's Simple: Sell eligible CenturyLink services to new logo customers located in specific target markets and earn up to $5,000!

FOCUS

Sell any Eligible Service as listed in the CenturyLink Channel Partner Portal valued at $250 MRC or more to a new logo customer.

SELL

A CenturyLink Solution!

- Sell any Eligible Service to new logo customers in an Eligible Market.
- New purchase with minimum contract term of two years
- 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, when an Eligible Service is sold to a new logo 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: Lead with CenturyLink Incentive

- This Lead with CenturyLink incentive (the "Incentive Program") applies to Channel Partners who have active partner agreements with CenturyLink or its affiliates ("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.
- Only Non-Channel Integrated (NCI) sales are eligible.
- To qualify for this incentive, Eligible Participants must, within the applicable incentive period, sell (i) eligible CenturyLink services as listed in the Channel Partner Portal ("Eligible Service") to new logo customers located in one of the 32 Eligible Markets (defined below).
- Renewals and/or replacement services (e.g. ported or upgraded services) will not qualify for this incentive.
- A "new logo" is a sale to a customer that has no historical sales and no historical revenue at the Business Org Number and Ultimate Customer level for the previous 6 months.
- Minimum MRC for all Eligible Services included in an order must be $250 or more to be considered for the Incentive.
- Required minimum contract term of 2 years.
- All CenturyLink Eligible Services included on the original deal will count towards the incentive requirements. Products added on subsequent deals will not be included.
- Eligible Participants 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 Eligible Service qualified sale sold into new logo customer. Maximum payout per billing customer is $5,000.
- This 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 Participant. CenturyLink will not be responsible for payment of any such taxes.
- CenturyLink may modify, suspend, amend or terminate the incentive at any time and without prior notice or consent by participants. CenturyLink specifically reserves the right to change the Incentive in a manner that may modify or eliminate the amount of monetary rewards that may otherwise be payable under this Incentive Program. No designee, may modify, suspend, amend, or terminate this 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 within 90 days of the Salesforce.com Closed Won date. Incentives 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.
- CenturyLink reserves the right to end, modify, or deny any claim under this incentive.
- CenturyLink will review all submitted orders to ensure incentive criteria has been met before payouts are awarded.
- Orders that cancel prior to installation will not qualify for the Incentive 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 verify that monthly billed revenue, 6 months from qualifying orders, meets or exceeds the applicable bonus. If not, CenturyLink may recover the commission paid, including by way of off-set against the Partner's normal commissions.
- Void where prohibited.
- Check the CenturyLink Channel Partner Portal regularly for updates to the Incentive Program.
- This Incentive Program may be combined with other incentives offered by CenturyLink.
- This Incentive Program applies only to Eligible Services sold into the 32 Eligible Markets. CenturyLink will use the customer's billing address zip code to determine if the customer is located in one of the 32 Eligible Markets: Naples, FL; Ocala, FL; Tallahassee, FL; Cedar Rapids, IA; Des Moines, IA; Lexington, KY; Louisville, KY; Greenville, NC; Jacksonville, NC; New Bern, NC; Omaha, NE; Albany, NY; Rochester, NY; Pittsburgh, PA; North Dakota, South Dakota, Vermont; Sacramento, CA; Cape Coral/Fort Myers, FL; Baltimore, MD; Duluth, MN; Tulsa, OK; Virginia Beach, VA; Cheyenne, WY; Jacksonville, FL; Atlanta, GA; Chicago, IL; Cincinnati, OH; Cleveland, OH; Columbus, OH; Memphis, TN; and Washington, DC.

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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