

# MiCloud Cash Blast

Earn up to 3X MRC on  
each MiCloud Sale!!

Oct 1 – Dec 31, 2016



Register your qualifying sales at [micloudcashblast.com/q4](http://micloudcashblast.com/q4)

## BONUS PAYMENT SCHEDULE

SALE TYPE	BONUS MRC PAYMENT
MiCloud Office, Business or Enterprise with Mitel Provided Network Access (MPLS or IP)	3X
MiCloud Office, Business or Enterprise with an MRC of \$1,000 or more	2X
MiCloud Office, Business or Enterprise with an MRC of up to \$999	1X

## ADDITIONAL TERMS AND CONDITIONS

- Bonus is for New Customer Sales Only at standard pricing with defined field discounts. New Customer Sales means entities (including affiliated entities) that have never purchased Mitel products or services.
- New sales must be submitted as complete order packages and accepted by Mitel between October 1 and December 31, 2016 and installed by March 31, 2017. They must also qualify as commissionable sales under the applicable Agent Agreement with Mitel.
- Any sales that are canceled for any reason or on which the customer defaults prior to installation or within the first 6 months following installation and acceptance are subject to full recovery of the bonus payment.
- Bonus payment will be paid to Master Agent at the rates shown for qualifying sales. Master Agent is solely responsible for final payments to their sub-agents or qualifying channel. Mitel is not party to or responsible for payment beyond the initial Master Agent payment.
- In order to qualify all sales must be registered by Agent at the program website [micloudcashblast.com/q4](http://micloudcashblast.com/q4) no later than March 31, 2017. Registrant will be validated by Mitel as the Agent of record for that transaction and payment will be made to the validated registrant.
- Bonus described herein is exclusively for the Agents associated with and in good standing with the Master Agent referenced in this program announcement.
- There is a minimum of \$100 in customer monthly recurring commitment on a 3 year term of service to qualify for any payment under this program. In addition, the maximum bonus payment for any single customer or account is \$50,000.
- MRC means Monthly Recurring Commitment or their fixed monthly spending commitment with Mitel before variable use, taxes, etc. once installed.
- Payment due to the Master Agent the month following installation and initial billing by Mitel of all of the services and service orders associated with the qualifying sale and first payment by the Customer. In the case where the customer MRC decreased during the provisioning process the final bonus will be paid based on the actual MRC installed and billed.
- Mitel reserves the right to cancel, suspend or modify this promotion and to rule in any dispute surrounding this program at its sole discretion. Mitel will also solely determine qualification for payment on any individual account submission.

# MiCloud Cash Blast

for **Planet One**  
Communications

## Earn up to 3X MRC on each MiCloud Sale!!

### Oct 1 – Dec 31, 2016



Register your qualifying sales at [micloudcashblast.com/planetone](http://micloudcashblast.com/planetone)

#### BONUS PAYMENT SCHEDULE

SALE TYPE	BONUS MRC PAYMENT
MiCloud Office, Business or Enterprise with Mitel Provided Network Access (MPLS or IP)	3X
MiCloud Office, Business or Enterprise with an MRC of \$1,000 or more	2X
MiCloud Office, Business or Enterprise with an MRC of up to \$999	1X

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# MiCloud Cash Blast



Earn up to 3X MRC on each MiCloud Sale!!

Oct 1 – Dec 31, 2016



Register your qualifying sales at [micloudcashblast.com/tsx](http://micloudcashblast.com/tsx)

## BONUS PAYMENT SCHEDULE

SALE TYPE	BONUS MRC PAYMENT
MiCloud Office, Business or Enterprise with Mitel Provided Network Access (MPLS or IP)	3X
MiCloud Office, Business or Enterprise with an MRC of \$1,000 or more	2X
MiCloud Office, Business or Enterprise with an MRC of up to \$999	1X

Plus, if you demo MiCloud Office, Business, or Enterprise, you get a **\$50 Amex Gift Card!**



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# MiCloud Cash Blast

for **GLOBAL SYSTEMS**  
TELECOM

Proud Member of  
**THE ALLIANCE**



## Earn up to 3X MRC on each MiCloud Sale!!

### Oct 1 – Dec 31, 2016



Register your qualifying sales at [micloudcashblast.com/gst](http://micloudcashblast.com/gst)

#### BONUS PAYMENT SCHEDULE

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 **Mitel**  
Powering connections

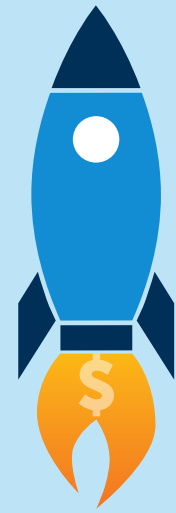
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# MiCloud Cash Blast

for  **Top Speed Data Communications**  
*The Business Bandwidth Broker®*

## Earn up to 3X MRC on each MiCloud Sale!!

### Oct 1 – Dec 31, 2016



Register your qualifying sales at [micloudcashblast.com/top-speed](http://micloudcashblast.com/top-speed)

#### BONUS PAYMENT SCHEDULE

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MiCloud Office, Business or Enterprise with Mitel Provided Network Access (MPLS or IP)	3X
MiCloud Office, Business or Enterprise with an MRC of \$1,000 or more	2X
MiCloud Office, Business or Enterprise with an MRC of up to \$999	1X

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# MiCloud Cash Blast



Earn up to 3X MRC on each MiCloud Sale!!

Oct 1 – Dec 31, 2016



Register your qualifying sales at [micloudcashblast.com/tbi](http://micloudcashblast.com/tbi)

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MiCloud Office, Business or Enterprise with Mitel Provided Network Access (MPLS or IP)	3X
MiCloud Office, Business or Enterprise with an MRC of \$1,000 or more	2X
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Plus, if you demo MiCloud Office, Business, or Enterprise, you get a **\$50 Amex Gift Card!**



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# MiCloud Cash Blast

for **SANDLER**  
PARTNERS

## Earn up to 3X MRC on each MiCloud Sale!!

### Oct 1 – Dec 31, 2016



Register your qualifying sales at [micloudcashblast.com/sandler](http://micloudcashblast.com/sandler)

#### BONUS PAYMENT SCHEDULE

SALE TYPE	BONUS MRC PAYMENT
MiCloud Office, Business or Enterprise with Mitel Provided Network Access (MPLS or IP)	3X
MiCloud Office, Business or Enterprise with an MRC of \$1,000 or more	2X
MiCloud Office, Business or Enterprise with an MRC of up to \$999	1X

#### ADDITIONAL TERMS AND CONDITIONS

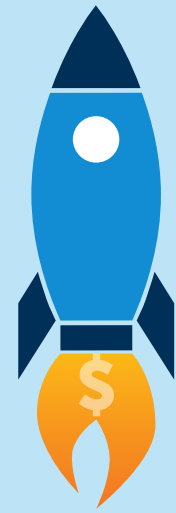
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# MiCloud Cash Blast



## Earn up to 3X MRC on each MiCloud Sale!!

### Oct 1 – Dec 31, 2016



Register your qualifying sales at [micloudcashblast.com/cdw](http://micloudcashblast.com/cdw)

#### BONUS PAYMENT SCHEDULE

SALE TYPE	BONUS MRC PAYMENT
MiCloud Office, Business or Enterprise with Mitel Provided Network Access (MPLS or IP)	3X
MiCloud Office, Business or Enterprise with an MRC of \$1,000 or more	2X
MiCloud Office, Business or Enterprise with an MRC of up to \$999	1X

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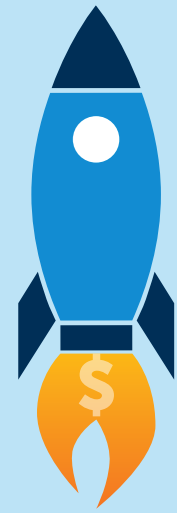


# MiCloud Cash Blast

for Insight 

## Earn up to 3X MRC on each MiCloud Sale!!

### Oct 1 – Dec 31, 2016



To register your qualifying sales, email [frank.daily@mitel.com](mailto:frank.daily@mitel.com)

#### BONUS PAYMENT SCHEDULE

SALE TYPE	BONUS MRC PAYMENT
MiCloud Office, Business or Enterprise with Mitel Provided Network Access (MPLS or IP)	3X
MiCloud Office, Business or Enterprise with an MRC of \$1,000 or more	2X
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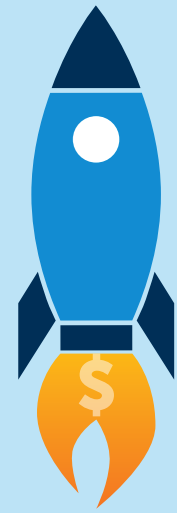
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# MiCloud Cash Blast

for THE  ALLIANCE

## Earn up to 3X MRC on each MiCloud Sale!!

### Oct 1 – Dec 31, 2016



Register your qualifying sales at [micloudcashblast.com/aa](http://micloudcashblast.com/aa)

#### BONUS PAYMENT SCHEDULE

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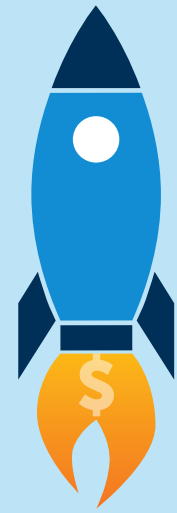
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# MiCloud Cash Blast

for  **datatel**solutions

## Earn up to 3X MRC on each MiCloud Sale!!

### Oct 1 – Dec 31, 2016



Register your qualifying sales at [micloudcashblast.com/datatel](http://micloudcashblast.com/datatel)

#### BONUS PAYMENT SCHEDULE

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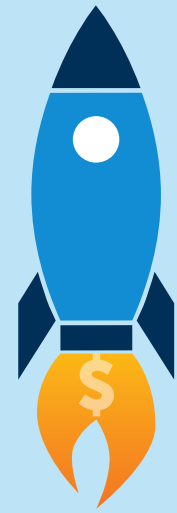
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# MiCloud Cash Blast

for  **CONVERGED**  
NETWORK SERVICES GROUP

## Earn up to 3X MRC on each MiCloud Sale!!

### Oct 1 – Dec 31, 2016



Register your qualifying sales at [micloudcashblast.com/cnsg](http://micloudcashblast.com/cnsg)

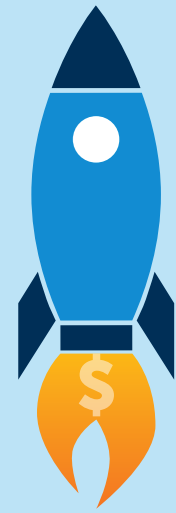
#### BONUS PAYMENT SCHEDULE

SALE TYPE	BONUS MRC PAYMENT
MiCloud Office, Business or Enterprise with Mitel Provided Network Access (MPLS or IP)	3X
MiCloud Office, Business or Enterprise with an MRC of \$1,000 or more	2X
MiCloud Office, Business or Enterprise with an MRC of up to \$999	1X

#### ADDITIONAL TERMS AND CONDITIONS

- Bonus is for New Customer Sales Only at standard pricing with defined field discounts. New Customer Sales means entities (including affiliated entities) that have never purchased Mitel products or services.
- New sales must be submitted as complete order packages and accepted by Mitel between October 1 and December 31, 2016 and installed by March 31, 2017. They must also qualify as commissionable sales under the applicable Agent Agreement with Mitel.
- Any sales that are canceled for any reason or on which the customer defaults prior to installation or within the first 6 months following installation and acceptance are subject to full recovery of the bonus payment.
- Bonus payment will be paid to Master Agent at the rates shown for qualifying sales. Master Agent is solely responsible for final payments to their sub-agents or qualifying channel. Mitel is not party to or responsible for payment beyond the initial Master Agent payment.
- In order to qualify all sales must be registered by Agent at the program website [micloudcashblast.com/cnsg](http://micloudcashblast.com/cnsg) no later than March 31, 2017. Registrant will be validated by Mitel as the Agent of record for that transaction and payment will be made to the validated registrant.
- Bonus described herein is exclusively for the Agents associated with and in good standing with the Master Agent referenced in this program announcement.
- There is a minimum of \$100 in customer monthly recurring commitment on a 3 year term of service to qualify for any payment under this program. In addition, the maximum bonus payment for any single customer or account is \$50,000.
- MRC means Monthly Recurring Commitment or their fixed monthly spending commitment with Mitel before variable use, taxes, etc. once installed.
- Payment due to the Master Agent the month following installation and initial billing by Mitel of all of the services and service orders associated with the qualifying sale and first payment by the Customer. In the case where the customer MRC decreased during the provisioning process the final bonus will be paid based on the actual MRC installed and billed.
- Mitel reserves the right to cancel, suspend or modify this promotion and to rule in any dispute surrounding this program at its sole discretion. Mitel will also solely determine qualification for payment on any individual account submission.

# MiCloud Cash Blast



Earn up to 3X MRC on each MiCloud Sale!!

Oct 1 – Dec 31, 2016



Register your qualifying sales at [micloudcashblast.com/tcg](http://micloudcashblast.com/tcg)

## BONUS PAYMENT SCHEDULE

SALE TYPE	BONUS MRC PAYMENT
MiCloud Office, Business or Enterprise with Mitel Provided Network Access (MPLS or IP)	3X
MiCloud Office, Business or Enterprise with an MRC of \$1,000 or more	2X
MiCloud Office, Business or Enterprise with an MRC of up to \$999	1X

Plus, if you demo MiCloud Office, Business, or Enterprise, you get a **\$50 Amex Gift Card!**



## ADDITIONAL TERMS AND CONDITIONS

- Bonus is for New Customer Sales Only at standard pricing with defined field discounts. New Customer Sales means entities (including affiliated entities) that have never purchased Mitel products or services.
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- In order to qualify for Amex demo bonus, a member of the Mitel team must participate in facilitating the demo with the customer or prospect.
- Mitel reserves the right to cancel, suspend or modify this promotion and to rule in any dispute surrounding this program at its sole discretion. Mitel will also solely determine qualification for payment on any individual account submission.

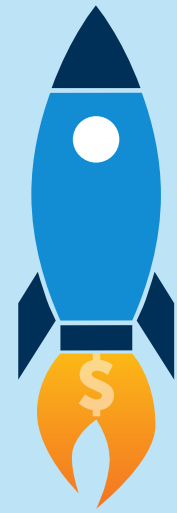


# MiCloud Cash Blast

for  **Netstar**  
TELECOM NAVIGATORS

## Earn up to 3X MRC on each MiCloud Sale!!

### Oct 1 – Dec 31, 2016



Register your qualifying sales at [micloudcashblast.com/netstar](http://micloudcashblast.com/netstar)

#### BONUS PAYMENT SCHEDULE

##### SALE TYPE

##### BONUS MRC PAYMENT

MiCloud Office, Business or Enterprise with Mitel Provided Network Access (MPLS or IP) **3X**

MiCloud Office, Business or Enterprise with an MRC of \$1,000 or more **2X**

MiCloud Office, Business or Enterprise with an MRC of up to \$999 **1X**

#### ADDITIONAL TERMS AND CONDITIONS

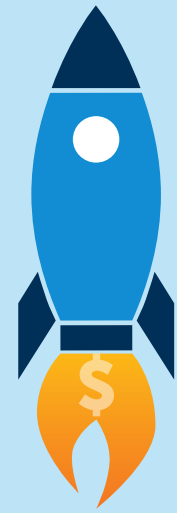
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- Any sales that are canceled for any reason or on which the customer defaults prior to installation or within the first 6 months following installation and acceptance are subject to full recovery of the bonus payment.
- Bonus payment will be paid to Master Agent at the rates shown for qualifying sales. Master Agent is solely responsible for final payments to their sub-agents or qualifying channel. Mitel is not party to or responsible for payment beyond the initial Master Agent payment.
- In order to qualify all sales must be registered by Agent at the program website [micloudcashblast.com/netstar](http://micloudcashblast.com/netstar) no later than March 31, 2017. Registrant will be validated by Mitel as the Agent of record for that transaction and payment will be made to the validated registrant.
- Bonus described herein is exclusively for the Agents associated with and in good standing with the Master Agent referenced in this program announcement.
- There is a minimum of \$100 in customer monthly recurring commitment on a 3 year term of service to qualify for any payment under this program. In addition, the maximum bonus payment for any single customer or account is \$50,000.
- MRC means Monthly Recurring Commitment or their fixed monthly spending commitment with Mitel before variable use, taxes, etc. once installed.
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- Mitel reserves the right to cancel, suspend or modify this promotion and to rule in any dispute surrounding this program at its sole discretion. Mitel will also solely determine qualification for payment on any individual account submission.

# MiCloud Cash Blast

for  scansource  
communications

## Earn up to 3X MRC on each MiCloud Sale!!

### Oct 1 – Dec 31, 2016



To register your qualifying sales, email [mitel@scansource.com](mailto:mitel@scansource.com)

#### BONUS PAYMENT SCHEDULE

SALE TYPE	BONUS MRC PAYMENT
MiCloud Office, Business or Enterprise with Mitel Provided Network Access (MPLS or IP)	3X
MiCloud Office, Business or Enterprise with an MRC of \$1,000 or more	2X
MiCloud Office, Business or Enterprise with an MRC of up to \$999	1X

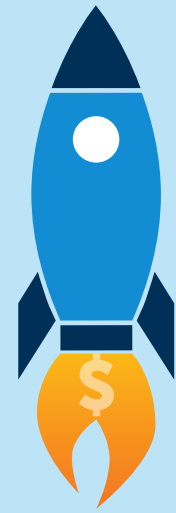
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- Mitel reserves the right to cancel, suspend or modify this promotion and to rule in any dispute surrounding this program at its sole discretion. Mitel will also solely determine qualification for payment on any individual account submission.

  
Powering connections

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# MiCloud Cash Blast



## Earn up to 3X MRC on each MiCloud Sale!!

### Oct 1 – Dec 31, 2016



To register your qualifying sales, email [micloud@jenne.com](mailto:micloud@jenne.com)

#### BONUS PAYMENT SCHEDULE

SALE TYPE	BONUS MRC PAYMENT
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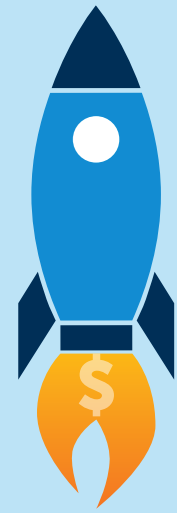


# MiCloud Cash Blast

for **INTELISYS**  
Independence. **No limits.**

## Earn up to 3X MRC on each MiCloud Sale!!

### Oct 1 – Dec 31, 2016



Register your qualifying sales at [micloudcashblast.com/intelisy](http://micloudcashblast.com/intelisy)

#### BONUS PAYMENT SCHEDULE

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