



Provider Mobility Rate Card

The rates outlined below are for informational purposes only and are subject to unilateral change by Providers. AppDirect does not represent, warrant or guarantee that the commissions collected from Providers will correspond to the related Provider rates.



Spectrum Mobile for Business	Gross Commissions
Please send inquiry to your Channel Manager	-



Wireless AT&T	Gross Commissions
Mobility New - Postpaid Voice Gross Add	2.75xMRC + 12%
Mobility New - Postpaid Data Gross Add	1.75xMRC + 12%
Mobility New - IOT >\$9.99 Gross Add	1.75xMRC + 12%
Mobility New - IOT <\$9.99 Gross Add	1.75xMRC
Mobility Upgrade	\$70.00
MAP & Mobiliy Features	1.75xMRC

**Mobility compensation rates are applicable regardless of which compensation plan is selected*

**Upfront comp rates are under Tier 1 comp plan: baseline + 12%*

**Residual comp rates it's 12% of the MRC (gross commission) and it's only applicable on accounts segmented in SMB and Mid-markets (Territory). Not applicable on Device Upgrades. (Residual when SVID eligible).*



Wireless T-Mobile	Gross Commissions
Partner Teaming – Control Center Activations - 48 Months	3xMRC + 10%
Partner Generated – Eligible Rate Plan & Partner Facilitated – Government Rate Plan - Up to 46 Months	4xMRC + 10%
Partner Generated – HSI Rate Plan & Partner Facilitated – Government HSI Rate Plan - Up to 46 Months	5xMRC + 10%
TFB Direct Led VAS – Eligible Rate Plan & Government Rate Plan - Up to 46 Months	2xMRC + 10%
TFB Direct Led Hardware/MDM – MDM Software Only	\$5.00
TFB Direct Led Hardware/MDM – Equipment Only	\$20.00
TFB Direct Led Hardware/MDM – Equipment & MDM	\$25.00

Partner Generated ANS Opportunity & Direct Led ANS Opportunity	7%
--	----

*10% Residual (46 - 48 months paid out)



Wireless MetTel	Gross Commissions
IP Business Services (On-Net BroadSoft Based)	
<i>Cloud PBX</i>	
Unlimited Silver License	100% Upfront, 15%
Unlimited Gold License	150% Upfront, 20%
TrueUC License	200% Upfront, 25%
Call Center Agent/Supervisor	200% Upfront, 20%
Receptionist Basic/Advanced	200% Upfront, 20%
<i>Features</i>	
Auto Attendant - Single Tree/Multi Tree	200% Upfront, 20%
Voicemail	200% Upfront, 20%
Call recording	200% Upfront, 20%
<i>SIP Trunking</i>	
Native SIP Trunking	200% Upfront, 20%
Digital Voice (Key system/IP Business Line)	200% Upfront, 20%
Enterprise IP Business Line	200% Upfront, 20%
IP PRI	200% Upfront, 20%
IP RCF	200% Upfront, 20%
<i>SIP LD Minute Usage Plans</i>	
5,000, 10,000, 25,000, 50,000 or 100,000 Domestic Minutes add on	100% Upfront, 15%
Cloud Contact Center (CC-One service)	100% Upfront, 15%
Data	
<i>Access & Data Services</i>	
Broadband (Cable/DSL/FTTI/Line of Sight)	50% Upfront, 10%
All Other Access Types (T1/DS3/Fiber, etc.)	100% Upfront, 15%
SD-WAN (30MB/50MB/100MB/200MB/400MB/1GB)	100% Upfront, 20%
Cloud Connect (AWS, Microsoft Azure, Google Cloud)	100% Upfront, 15%
Cloud Firewall	100% Upfront, 20%
Wi-Fi Analytics	100% Upfront, 10%
Management	
<i>Monitoring/Management</i>	
Router/Switch/IAD (Silver/Gold/Platinum)	100% Upfront, 20%
Prem based Firewall (Silver/Gold/Platinum)	100% Upfront, 20%
Wi-Fi (Standard/Premium)	100% Upfront, 20%
Wi-Fi Help Desk (1-50users/51-100users/101-250users)	100% Upfront, 20%
Structured Cabling Projects (One-time charges; excludes ordinary inside wiring)	5% Upfront
Mobility	

<i>Voice & Data</i>	
Smartphone	\$25 Upfront, 10%
Feature Phone	100% Upfront, 10%
<i>Data Only</i>	
Data Only – Laptop, MiFi, Tablet, M2M (AT&T, Verizon & Sprint)	100% Upfront, 10%
<i>Other Wireless Plans</i>	
Mobile Deploy	100% Upfront, 10%
Mobile Protect	100% Upfront, 10%
SD-M	100% Upfront, 10%
POTS Transformation	
<i>PiaB Service</i>	
Price per Line	100% Upfront, 10%
Price per Device	N/A
Traditional Voice (TDM)	
Month to Month or Rate Lock POTS / TDM RCF	\$10 Upfront, 10% MRC + 10% Usage
Discount Lock POTS / TDM RCF	\$15 Upfront, 15% MRC + 10% Usage
Wholesale POTS Bundle	ICB
ISDN PRI / Digital PBX T1	\$500 Upfront, 15% MRC + 10% Usage



Wireless Verizon	Gross Commissions
4G Wireless Broadplan MRC \$25+ Upfront	\$150.00
5G Business Internet Plan - Upfront	
100 Mbps	\$150.00
200 Mbps	\$150.00
400 Mbps	\$150.00
AMF (Account Maintenance Fees)	5%
**New Activation and 24 months MAX	
Upgrades - 2 YR CA, 1 YR or M2M and Installment Contract	
\$0.01 - \$0.99 Postpay Service Monthly ALP or LLP Access Fees	\$1.00
\$1.00 - \$4.99 Postpay Service Monthly ALP or LLP Access Fees	\$10.00
\$5.00 - \$24.99 Postpay Service Monthly ALP or LLP Access Fees	\$50.00
\$25.00+ Postpay Service Monthly ALP or LLP Access Fees	\$150.00
My Biz Plan 2YR CA or Installment Contract	\$125.00
My Biz Plan 1YR or Month to Month CA	\$90.00
Upgrades - 2 YR CA, 1 YR or M2M and Installment Contract. (Government)	
\$0.01 - \$0.99 Postpay Service Monthly ALP or LLP Access Fees	\$1.00
\$1.00 - \$4.99 Postpay Service Monthly ALP or LLP Access Fees	\$5.00
\$5.00 - \$19.99 Postpay Service Monthly ALP or LLP Access Fees	\$20.00
\$20.00 - \$29.99 Postpay Service Monthly ALP or LLP Access Fees	\$35.00
\$30.00 - \$35.99 Postpay Service Monthly ALP or LLP Access Fees	\$50.00
\$36+ Postpay Service Monthly ALP or LLP Access Fees	\$75.00

Fax Services	
eFax Select	\$10.00
eFax Standard	\$20.00
eFax Pro	\$40.00
Marketing	
Yahoo Small Business LocalWorks (Standard and Premium)*	\$35.00
Mobile Client Feature Only (One Talk)	\$50.00
Mobile Client Feature Only (One Talk) (Government) Month to Month	\$40.00
One Talk Deskphone (One Talk Feature Auto Included)	\$150.00
One Talk Deskphone (One Talk Feature Auto Included) (Government) Mont to Month	\$100.00
One Talk Deskphone (One Talk Feature Auto Included) (Government) 2 YR	\$60.00
Productivity	
Google GSuite Cloud Identity Premium	\$3.00
Google GSuite Basic	\$7.00
Google GSuite Business	\$15.00
Google GSuite Enterprise	\$45.00
Google G-Suite Workspace Business Starter	\$7.00
Google G-Suite Workspace Business Standard	\$14.00
Google G-Suite Workspace Business Standard (My Biz)	\$40.00
Google G-Suite Workspace Business Plus	\$27.00
Google G-Suite Workspace Enterprise Essentials	\$12.00
Google G-Suite Workspace Enterprise Standard	\$30.00
Google Workspace G Suite Enterprise Plus	\$45.00
Premium Network Experience (My Biz)	\$40.00
Unlimited Individual Cloud Storage (My Biz)	\$40.00
Security	
Business Internet Secure 5 Pack	\$60.00
Business Internet Secure 10 Pack	\$105.00
Business Internet Secure 25 Pack	\$225.00
Lookout MES Comprehensive 1 Year per Device/User*	\$7.00
Lookout MES Comprehensive 3 Year per Device/User*	\$7.00
Lookout MES Threats 1 Year per Device/User*	\$7.00
Lookout MES Threats 3 Year per Device/User*	\$7.00
Lookout Threats/Device w Phishing (3 Year & Annual)*	\$7.00
Lookout Threats/User w Phishing (3 Year & Annual)*	\$25.00
Lookout Small Bus. Device & User with Phishing*	\$7.00
Lookout Comprehensive/Dev with Phishing (3 Year & Annual)*	\$25.00
Lookout Comprehensive/User with Phishing (3 Year & Annual)*	\$25.00
Lookout Premium Support 1 & 3 Year per Device/User*	\$2.00
Lookout Premium Support/User (3 Year & Annual)*	\$2.00
Lookout Premium Plus Support/User (3 Year & Annual)*	\$2.00
Lookout Premium Support/Device (3 Year & Annual)*	\$2.00

Lookout Premium Plus Support/Device (3 Year & Annual)*	\$2.00
MaaS360 Essentials Suite per Device	\$6.00
MaaS360 Deluxe Suite per Device	\$10.00
MaaS360 Premiere Suite per Device	\$13.00
MaaS360 Enterprise Suite per Device	\$18.00
MaaS360 Essentials Suite per User	\$12.00
MaaS360 Deluxe Suite per User	\$20.00
MaaS360 Premiere Suite per User	\$25.00
MaaS360 Enterprise Suite per User	\$36.00
MaaS360 Laptop Location	\$2.00
MaaS360 Mobile Threat Management Per Device	\$3.00
MaaS360 Mobile Threat Management Per User	\$5.00
MaaS360 Teamviewer per Device	\$3.00
MaaS360 Teamviewer per User	\$4.00
MaaS360 Secure Mobile Browser Per Device	\$2.00
MaaS360 Secure Mobile Browser Per User	\$5.00
MaaS360 Exchange Online- Plan 1	\$4.00
MaaS360 IBM Wandera Data Management Client Device	\$10.00
MaaS360 IBM Wandera Data Management Authorized User	\$20.00
MaaS360 IBM Wandera Mobile Security & Policy Client Device	\$15.00
MaaS360 IBM Wandera Mobile Security & Policy Authorized User	\$30.00
Potsolve Life and Safety Line	\$50.00
Potsolve Analog Line	\$50.00
Potsolve Managed Service	\$40.00
Samsung Knox Configure Dynamic 2-Year*	\$2.00
Samsung Knox Configure Dynamic per Seat (1 & 2 Year)*	\$2.00
Samsung Knox Manage EMM (1 & 2 Year)	\$2.00
Samsung Knox Premium EMM license subscription (1 & 2 Year)	\$2.00
Samsung Knox Workspace license subscription (1 & 2 Year)	\$25.00
Samsung Knox Gov WS monthly license	\$7.00
Samsung Knox KC-D per seat (1 & 2 Year)*	\$2.00
Samsung Knox Manage (Monthly, 1 & 2 Year)	\$3.00
Samsung Knox Workspace (1 & 2 Year)*	\$3.00
Samsung Knox Configure Dynamic 1 Year*	\$2.00
Samsung Knox Configure Setup (1 & 2 Year)*	\$2.00
Samsung Knox KC Dynamic (1 & 2 Year)*	\$2.00
Samsung Knox KC Setup (1 & 2 Year)*	\$2.00
Static IP Pricing Update for 4G FWA Lines	\$8.00
Static IP Pricing Update for 5G FWA Lines	\$8.00
Verizon Business Assistant	\$45.00
Verizon Business Internet Security Plus	\$25.00
Verizon Business Internet Security Preferred	\$50.00
Verizon Business Complete Unlimited Preferred Plan	\$150.00

Verizon Business Complete Unlimited Standard Plan	\$150.00
Verizon Business Mobile Internet Security	\$8.00
Verizon Mobile for Microsoft Teams	\$15.00
Verizon MDM*	\$5.00
Business Mobile Secure Plus (My Biz)	\$20.00
Surveys	
Canvas GoCanvas Professional Tiered	\$15.00
Canvas Monthly Recurring Charge – Business, Start Up	\$15.00
Canvas Monthly Recurring Charge – Professional	\$25.00
Canvas GoCanvas Employee Toolkit	\$7.00
Do Forms Standard	\$8.00
Do Forms Advanced	\$12.00
Do Forms Premium	\$16.00
Verizon 5G Business Internet Plan	
100 Mbps	\$370
200 Mbps	\$370
400 Mbps	\$370
Verizon 4G Business Internet Plan	
10 Mbps	\$370
20 Mbps	\$370
25 Mbps	\$370
50 Mbps	\$370
Business Unlimited Laptop Plan	
Business Unlimited Start Laptop	\$150
Business Unlimited Pro Laptop	\$150
Business Unlimited Tablet Start	\$150
Business Unlimited Tablet Pro	\$150
Mobile Hotspot (My Biz)	
50GB	\$20
International	
International Connectivity (My Biz)	\$40
International Long Distance Calling - Asia Pacific (My Biz)	\$20
International Long Distance Calling - Europe (My Biz)	\$20
International Long Distance Calling - Latin America (My Biz)	\$20

** 4G and 5G Business Internet fall under the standard commission table + AMF for non enterprise accounts and SPF*

**Commission not subject to Chargeback*

**The Account Maintenance Fee is 5%*

**Also important to note regarding AMF: Enterprise accounts are not eligible for AMF*

**Postpay Service Activation/Upgrade Commissions and AMF Based on Monthly ALP or LLP Access Fees*