



## Telco Provider 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.

Provider	Last Updated	Notes	Provider Gross Commission Rate
<b>11:11 Systems</b>		fka Green Cloud/Iland/Sungard	
Cloud Services	5/7/2024		20.00%
Connectivity Services & Security Services	5/7/2024		18.00%
<b>123 Net</b>			
Prime	5/16/2024		20.00%
Wireless Wimax, All other products	5/16/2024		15.00%
Prime: 1 YR - 120% <b>Upfront</b> and Residual Combo	5/16/2024		9.00%
Prime: 3 YR - 320% <b>Upfront</b> and Residual Combo	5/16/2024		9.00%
Wireless Wimax: 220% <b>Upfront</b> and Residual Combo	5/16/2024		9.00%
All Other Products: 1 YR - 120% <b>Upfront</b> and Residual Combo	5/16/2024		9.00%
All Other Products: 2 YR - 220% <b>Upfront</b> and Residual Combo	5/16/2024		9.00%
All Other Products: 3 YR - 320% <b>Upfront</b> and Residual Combo	5/16/2024		9.00%
Renewals - 1X MRC UPFRONT (only when original order was <b>Upfront</b> Combo)	5/16/2024		9.00%
<b>1547 Critical Systems Realty</b>			
Colocation, Managed Services, IaaS, PaaS and SaaS	5/16/2024		15.00%
<b>365 Data Centers</b>			
Cloud, Colocation, Managed Services & Network	5/16/2024		15.00%
<b>3CX (TEC)</b>			
3CX Hardware, Software labor and Service and labor and Service and Licensing & Licensing	5/16/2024		12.00%
<b>8x8</b>		<b>fka Fuze</b>	
<b>SellBy8</b> integrated solutions portfolio. Solutions added to the New Commission Schedule (attached) are as follows: Verint, Calabrio, Cognigy, PCI Pal, SpinSci, Additional solutions launching soon	8/15/2025	Commission rate applicable for both initial costumer term & renewal terms	10.00%
<b>UCaaS</b> (X Series - X2, X Series - X2 Ireland, X Series - X3, X Series - X4, X Series Pro & X Series Pro UK, X Series - Lobby, X1 Nationwide)	8/15/2025	Commission rate applicable for both initial costumer term & renewal terms	25.00%
<b>CCaaS</b> (X Series - X6, X Series - X6 Bundled, X Series - X7, X Series - X7 Bundled, X Series - X8, X Series - X8 Bundled & <b>CCaaS Add-ons</b> (Contact Center Agent Outbound Port, Extra Voice Port, VCC VoIP Agent Access, 8x8 VCC Predictive Dialer, 8x8 VCC Preview & Preview Plus Dialer & 8x8 VCC Preview Plus Dialer)	11/4/2025	Commission rate initial customer orders that 8x8 books on or after the Effective Date with a customer who has never before been a customer of 8x8, Inc. or its affiliates ("New Logo Account"), and subsequent add-ons to and renewals of these New Logo Accounts.	20.00%
<b>UCaaS</b> (X Series - X2, X Series - X3, X Series - X4. XSeries X2 - Ireland, X Series - Lobby, X Series - X1, X Series - X1 Metered, X Seiries - X1 Nationwide, X Series - X1 Ireland, X0, X0-Teams, SVC: X SERIES - X1 UK Government, Operator Connect - Metered, Operator Connect - Nationwide, 8x8 Engage Unbundled, 8X8 Engage Bundled	11/4/2025	Commission rate initial customer orders that 8x8 books on or after the Effective Date with a customer who has never before been a customer of 8x8, Inc. or its affiliates ("New Logo Account"), and subsequent add-ons to and renewals of these New Logo Accounts.	20.00%
<b>CPaaS</b> Proactive Outreach - Commit Tier 1, Proactive Outreach - Commit Tier 2, Proactive Outreach - Commit Tier 3, Proactive Outreach - Commit Tier 4, Proactive Outreach Interact - Platform Fee, Proactive Outreach Notify - Platform Fee. Proactive Outreach Alert - Monthly Fee	11/4/2025	Commission rate initial customer orders that 8x8 books on or after the Effective Date with a customer who has never before been a customer of 8x8, Inc. or its affiliates ("New Logo Account"), and subsequent add-ons to and renewals of these New Logo Accounts.	20.00%
<b>Intelligent Customer Assistant</b> - ICA Digital, ICA Voice, ICA Knowledge AI Base, ICA xApps Base	11/4/2025	Commission rate initial customer orders that 8x8 books on or after the Effective Date with a customer who has never before been a customer of 8x8, Inc. or its affiliates ("New Logo Account"), and subsequent add-ons to and renewals of these New Logo Accounts.	20.00%

<b>Verint</b> - Verint Enterprise SaaS, Verint Knowledge Management Professional SaaS, Verint Monet Performance Management, Verint Monet SFDC Agent, Verint Monet SFDC Presence, Verint Monet WFM, Verint Workforce Management Essentials - User License	11/4/2025	Commission rate initial customer orders that 8x8 books on or after the Effective Date with a customer who has never before been a customer of 8x8, Inc. or its affiliates ("New Logo Account"), and subsequent add-ons to and renewals of these New Logo Accounts.	20.00%
<b>911inform</b>			
All Services	5/16/2024		28.00%
<b>Abundant IoT</b>			
Parcel Spend Management for Fedex/UPS savings	10/29/2024		3.60%
Energy-as-Service, HVAC, Building Management, Demand Response, Deferred Maintenance, Non-combustion flexible fuel generator (Nat Gas, Biogas, Ammonia, Hydrogen), Hardware	10/29/2024		4.00%
EV Charging - EVC Hardware	10/29/2024		8.00%
LongFi Gateways	10/29/2024		10.00%
IT Services Reverse Auction	10/29/2024		10.40%
IoT Hardware, AWS Cloud IoT global connectivity, Wearable Relay communication device with panic button, Consulting services, Solar Thermal Storage, Solar Powered Electricity, Hot Water, and Water Filtration All in One Mobile Unit, SaaS	10/29/2024		12.00%
UVC Disinfection machines (rolling lamp station, ceiling mount, airflow devices), SmartSIM (5G/4G/IoT),	10/29/2024		16.00%
IoT Sensor Licenses	10/29/2024		20.00%
POTS Replacement, RFID asset management, Energy procurement - electricity/natural gas (based on margin), LED lighting, Solar (Roof, Ground, Floating, Flexible), Storage, Microgrid, Commercial community solar customers, Agrivoltaics, Wind, Hydro, Geothermal, Biomass	10/29/2024		ICB
<b>ACC Business</b>			
Voice & Data	4/26/2024		20.00%
<b>Accel Net</b>			
Internet, VoIP	6/3/2024		18.00%
<b>Accent</b>			
Voice Cloud Feature License, Voice, SD-Wan	5/17/2024	Please send inquiry to your Channel Manager	Complex
<b>Access One Inc.</b>			
Managed IT Services, Managed Helpdesk, Managed Networks, UCaaS, Data Circuits, POTS Lines, vCISO Services (Residual Commission)	31/7/2025		20.00%
Resold IT Software when combined with Managed IT SKU, Examples: Avanan, Datto, Cisco, etc. (Residual Commission)	31/7/2025		10.00%
Professional Services, Verkada Products (One Time Payout)	31/7/2025		5.00%
Equipment Sales (One Time Payout)	31/7/2025		3.00%
<b>Accucode</b>			
Deployment Services, Stage, kit and configure	8/22/2025		5.00%
4Work	8/22/2025		10.00%
<b>ACD Net</b>			
1 YR - 1X MRR <b>Upfront</b> and Residual Combo	5/16/2024		8.00%
2 YR - 2X MRR <b>Upfront</b> and Residual Combo	5/16/2024		8.00%
3 YR - 3X MRR <b>Upfront</b> and Residual Combo	5/16/2024		8.00%
<b>Ada</b>			
All services	8/18/2025		15.00%
<b>Advantix</b>			
Custom Mobile Support Solutions, Telecom Expense Management, Custom Fixe3d Support Solutions	7/24/2024	Please send inquiry to your Channel Manager, ICB	Complex
Wireless Optimization Fees (WOS)	7/24/2024		25.00%
Standard Edition, Professional Edition, Enterprise Edition, Unlimited Edition, Fixed Audit & Recovery	7/24/2024		20.00%
Wireless Consulting Fees, Advantix Solutions Group, Third Party Vendor, ADAM	7/24/2024		15.00%
Partner TLM	7/24/2024		10.00%
<b>Affirma</b>			
All Services	5/16/2024		15.00%
<b>AirCall</b>			
Cloud Contact Center	5/16/2024		25.00%
<b>AireSpring</b>			

All Services, Port: Based on Level 3 pricing	5/3/2024		20.00%
Loop: Based on Level 3 pricing	5/3/2024		10.00%
<b>Airtel</b>			
TDM IPLC, Ethernet IPLC, International MPLS, Global IP Transit/Dedicated Internet, Colocation/Hosting	5/16/2024		15.00%
Satellite, ITFS, SMS	5/16/2024	Please send inquiry to your Channel Manager	ICB
<b>Alaska Communications</b>			
All Services	5/16/2024		15.00%
<b>Allegiance Merchant Services</b>			
Professional Services	8/9/2024		20.00%
<b>Altafiber (Cincinnati Bell)</b>			
Hosted Unified Communications (HUC) and SIP	4/29/2024		25.00%
Webex Calling	4/29/2024		18.00%
Bandwidth Aggregation, MPLS/IPVPN, Private Line, eVantage, FiOptics Video, FiOptics Hi-Speed Internet, Ethernet Services, Dedicated Internet Access (DIA), DWDM (Wavelength)	4/29/2024		15.00%
Switched Long Distance, DS3 Access, PRI, Point to Point, Business Connections, Centrex, Flat Business Lines, DSL	4/29/2024		7.00%
<b>Altaworx</b>			
AT&T Exchange Products - % of Monthly Profit Margin	5/16/2024		50.00%
Referral program - One Time	5/16/2024		30.00%
SIP Products & Wireless - Residual % of MRR	5/16/2024		20.00%
<b>Alvaria</b>			
Alvaria CX, Alvaria Workforce Engagement Management	9/26/2024		20.00%
<b>American Cyber Security Management</b>			
Security Assessments		Please send inquiry to your Channel Manager	ICB
<b>American Tower</b>			
Colocation, Connectivity, Remote Hands, Field Services, Cross-Connects	5/8/2024		18.00%
<b>AMI Strategies</b>			
temNOW, utilityNOW, mobilityNOW, MDM Licensing, RaaS, Device Sourcing	5/16/2024		20.00%
Professional Services	5/16/2024		12.00%
<b>ANDX</b>			
Class 2 (Consulting/Design/Project Management/Installation/Post-install Monitoring, Management, Breakfix/On-site troubleshooting/Help Desk/Content Creation/API Development); Class 3 (Consulting/Content Creation)	5/16/2024		16.00%
Class 1 (Consulting/Design/Implementation)	5/16/2024		6.00%
<b>Anexia</b>			
All Services	5/16/2024		15.00%
<b>Anywhere365</b>			
All Services	10/8/2025		25.00%
<b>Apeiron</b>			
Sip, Mobility, Network, Messaging	6/3/2024		15.00%
<b>AppDirect</b>			
AppDirect Managed NOC Services	7/18/2024		23.00%
<b>AppDirect Advisor Storefront</b>			
Advisor Storefront Services	11/13/2024	1 time 15% comm based on annual commit (NRCs are non-commissionable)	15.00%
<b>AppDirect Marketplace</b>			
AppDirect Marketplace Services	11/13/2024	1 time 15% comm based on annual commit (NRCs are non-commissionable)	15.00%
<b>AppGate</b>			
Software Designed Perimeter	6/3/2024		17.00%
<b>AppTech Corp</b>			
Merchant Services-CC Processing; Payment Aggregator	5/16/2024		20.00%
<b>APX Net</b>			
DIA, P2P, WAN	4/29/2024		20.00%
Broadband	4/29/2024		12.00%
<b>Arelion formerly Telia Carrier</b>			
Network On-Net	6/7/2024		18.00%

Network Off-net	10/21/2024		15.00%
<b>Armor Defence</b>			
Professional Services, Armor MDR, Armor Cloud	5/16/2024		20.00%
<b>Armor Point</b>			
Security Solutions	5/20/2024		20.00%
<b>ArtCom Communications</b>			
Cabling & Surveillance Cameras	5/20/2024		15.00%
<b>Arvig</b>			
One time Installation Fees	5/20/2024		20.00%
All Services	5/20/2024		20.00%
Network Spiff - 3 year/ 5 year	5/20/2024		20.00%
Hosted Voice Spiff - 3 year / 5 year	5/20/2024		20.00%
NRR - Fiber Construction	5/20/2024		2.00%
<b>Aryaka</b>			
Cloud, SD-Wan	4/29/2024		20.00%
SASE - SmartSecure NGFW-SWG1	4/29/2024		18.00%
<b>Ascend Technologies</b>			
Cyber Services (Endpoint Management, NGAV, EDR, Endpoint Encryption, SIEM Services, Vulnerability Management, VCSO, Managed Firewalls)	5/20/2024		20.00%
Infrastructure Services (Server Management, Network Management, Storage Management)	5/20/2024		15.00%
Service Desk Services (Tier 1 & Tier 2 User Helpdesk)	5/20/2024		12.00%
<b>Astound Business Solutions</b>			
Enterprise level orders			20.00%
Coax/ SMB orders Internet, Colocation, UCaaS ,Ethernet	7/31/2024		16.00%
<b>AT&amp;T</b>			
Wireless - ON INVOICE (paid on billings)	11/14/2025	Please send inquiry to your Channel Manager	Complex
Wireline	4/26/2024		20.00%
<b>Atlantech Online</b>			
Internet Private Line Transport Voice	5/22/2024		20.00%
DataCenter	5/22/2024		10.00%
<b>Atlas Network</b>			
Cloud, Managed Services	5/22/2024		20.00%
<b>Avaya</b>			
UCaaS, CCaaS, CPaaS	5/22/2024		24.00%
<b>BCE Nexxia</b>			
Bell Canada Wholesale	5/22/2024		7.00%
<b>BCMOne</b>			
Microsoft CSP and Azure Services without support bundles	5/22/2024	This is 50% of the GP of the MSFT Services	50.00%
UCaaSOne Services	5/22/2024	"Net Monthly Charges" include charges for Seats and Account Level Add-ons only, no phone hardware.	22.00%
SIP and Managed SIP Services	5/22/2024		21.00%
SIP and Managed SIP Service Bundles	5/22/2024	A "Service Bundle" is a combined voice and data offering.	21.00%
Professional Services	5/22/2024	This is a one-time payment based on GP	20.00%
Audit and Optimization Services	5/22/2024	This is a one-time payment based on GP	20.00%
Telecom Expense Management (Sophia)	5/22/2024	18% of Client Monthly Fee for recurring services	18.00%
Connectivity, mConnectivity, MNS, SDWAN, SASE	5/22/2024	ICB Pricing Could affect compensation	18.00%
Sales of month to month Services other than SIP and UCaaS	5/22/2024	Monthly terms are subject to ICB approval	10.00%
<b>BCN</b>			
Voice, Internet, Private Lines, MPLS, SD-WAN, VoIP and SIP	4/29/2024		18.00%
DSL, Cable Modem, IoT, Wireless LTE/Satellite/Fixed Data	4/29/2024		15.00%
POTS Lines	10/28/2024		15.00%
Low Earth Orbit Satellite Internet and all other forms of Satellite Internet Service	10/28/2024		15.00%
Managed Equipment Service Plans	4/29/2024		10.00%
Local Resale Tariff - Discounts Services	4/29/2024		0% to 5%
<b>Beanfield Technologies Inc.</b>			
All Services	1/29/2025		15.00%
<b>Bell Canada</b>			
Voice & Ucaas	5/23/2024	Please send inquiry to your Channel Manager	Complex

Networking	5/23/2024	Please send inquiry to your Channel Manager	Complex
<b>Bigleaf Networks</b>			
SD-WAN	4/29/2024		20.00%
<b>BLM Technologies dba Teksetra</b>			
Software Licenses			50.00%
Hardware & Service			15.00%
<b>Bluebird Network LLC</b>			
Fiber & Datacenter Solutions	5/22/2024		15.00%
<b>Blue Mantis</b>		<b>fka Green Pages</b>	
Managed Firewall & Cyber Security, Cloud, Application Management, Disaster Recovery & Business Continuity (recurring commission payment of top line revenue)	6/6/2024		20.00%
Help Desk Services/End User Support (recurring commission payment of top line revenue)	6/6/2024		20.00%
Assessment Services - Includes Network Health Assessments, Cloud Readiness Assessments and Security Assessments (one-time commission payment on top line revenue)	6/6/2024		10.00%
One-time Projects for: Staff Augmentation, Office 365 Strategy Roadmaps, Cloud Governance Analysis and Planning, Security Planning and Support, O365 Migrations, Microsoft Teams Collaboration Solutions, Integrations and SPFx Custom Development, Intranets and Portal Solutions built on SharePoint, Business Process Automation using Power Apps and Flow, Power BI Reporting solutions (one-time commission payment on top line revenue)	6/6/2024		10.00%
CSP Finops - Microsoft Office 365 Licenses Microsoft Azure Subscriptions and Expense Management (recurring commission payment of top line revenue)	6/6/2024		4.00%
All other Recurring Services using 3rd party Tools & Services (recurring commission payment of top line revenue)	6/6/2024		3.00%
3rd Party Equipment, Software, Services (one-time payment on top line revenue)	6/6/2024		3.00%
<b>BluIP</b>			
Cloud, UCaaS, CCaaS	5/22/2024		20.00%
<b>BOX Broker Online Exchange</b>			
Retail Electricity	5/21/2025	Complex- varies by state & deal size	ICB
Retail Natural Gas	5/21/2025	Complex- varies by state & deal size	ICB
<b>Brainscale</b>			
Migration, Virtual Desktop, BCDR	5/22/2024		10.00%
Azure Cloud	5/22/2024		5.00%
<b>Breezelne</b>		<b>fka Atlantic Broadband</b>	
All Products	6/20/2024		18.00%
<b>Brightfin</b>			
Mobility & Wireless	5/23/2024		20.00%
Fixed/Cloud	5/23/2024		15.00%
<b>BrightSpeed</b>			
OnNet Services	4/29/2024		17.00%
OffNet Services	4/29/2024		11.00%
<b>Broadsmart/OOMA</b>			
Hosted VoIP/PBX/SIP/Direct Route/UCaaS		Please note that OOMA will sometimes include the NRC fees into the MRC on an order. The commissionable revenue does not cover the absorbed NRC fees.	25.00%
Broadband / Connectivity			20.00%
Managed WiFi			10.00%
<b>Broadvoice</b>			
Voice	6/20/2024		30.00%
GoContact	6/20/2024		25.00%
Data	6/20/2024		15.00%
CXHub	10/31/2024		6.00%
<b>Building IQ</b>			
Building Energy and Operating Intelligence	5/23/2024		15.00%
<b>Calero - MDSL</b>			
Expense Management	6/20/2024		20.00%
<b>CallTower</b>		<b>fka OneStream Networks</b>	

IP Voice Service Calling Plans, Unified Communication, Collaboration Services, Cloud Services, Calling plans for Microsoft Teams Operator Connect, Microsoft Teams Direct Routing, CT Cloud Voice, Cisco Webex Calling and Zoom Calling Licensing, Genesys & Five9 Usage, Ancillary Services (Analytics, CRM Integration, Call Recording and SMS) *Subject to change with 30 days notice	4/1/2025		21.00%
Contact Center (CallTower Cloud, Cisco Webex, Five9, and Solgari), Five9 Professional/Consulting Services, Genesys Support and Managed Services	4/1/2025		15.00%
Legacy OneStream Networks Cath Path/Voice Calling Plans	4/29/2024		14.00%
Webex by Cisco licensing with 24/7/365 support	4/29/2024		12.00%
Network Services (Network MPLS & Dedicated Lines)	4/29/2024		10.00%
Genesys Licensing	4/1/2025		7.00%
ZoomOne and Zoom Phone Licensing with 24/7/365 support	4/29/2024		5.00%
NCE/Office 365 Products (non-Voice) with Support (excluding Copilot)	4/29/2024		3.00%
<b>CATO</b>			
SD-Wan	4/29/2024		20.00%
Renewals	3/4/2025		18.00%
For customer Forvis. For the first subscription term	12/18/2025		16.00%
For customer Forvis. For any subsequent subscription terms.	12/18/2025		18.00%
<b>CBTS</b>			
VeloCloud Managed SDWAN (sold at list price to a new account), Network-as-a-Service Cisco Meraki / Juniper (sold at list price to a new account), Microsoft Teams Voice (sold at list price to a new account), SIP Trunking (sold at list price to a new account)	9/13/2024		25.00%
VeloCloud Managed SDWAN (Discounted), Network-as-a-Service Cisco Meraki / Juniper ((Discounted)), Microsoft Teams Voice (Discounted), SIP Trunking (Discounted), Managed Webex Calling, Managed Five-9 Contact Center, Managed Webex Contact Center, Managed CXsync Contact Center, Managed LTE, Managed Microsoft Direct Route & Operator Connect, Managed PaloAlto Services, Patching-as-a-Service, Managed Cloud Services	9/13/2024		18.00%
Bandwidth Aggregation, Custom Managed Networks Services (such as Fortinet, Cradlepoint), Custom Managed Security Services (such as EDR, MDR, XDR, SOC), Managed Microsoft 356 Backup, Infrastructure as-a-Service (VDC)	9/13/2024		15.00%
Professional Services	9/13/2024		4.00%
Staff Augmentation	9/13/2024		3.00%
Product Resale of Hardware or Software, Direct Placement, Azure Cloud Consumption, AWS Cloud Consumption	9/13/2024		1.00%
<b>CCI Network Services</b>			
All Services	6/21/2024		22.00%
<b>CD Network</b>			
Content delivery	5/23/2024		10.00%
<b>CDS Global Cloud</b>			
International	5/22/2024		18.00%
<b>Celito</b>			
Telecom and Network	5/24/2024		15.00%
<b>CentricsIT</b>			
Professional Services	5/24/2024		10.00%
White Label	5/24/2024		5.00%
<b>China Mobile</b>			
mCloud, Connectivity, Data Center, IoT, and ICT	4/1/2025		15.00%
<b>China Telecom</b>			
International	5/24/2024		15.00%
<b>Cirion Technologies</b>			
On Net Services		LATAM Spinoff from Lumen	15.00%
Off Net Services		LATAM Spinoff from Lumen	12.60%

<b>Claro Enterprise Solutions</b>			
International			17.00%
<b>Clickpoint Software</b>			
Software	5/24/2024		20.00%
<b>Cloud South</b>			
Aggregate Services	5/27/2024		15.00%
Aggregate Rental	5/27/2024		10.00%
<b>Cloudli</b>			
UCaaS, IP Fax, Alerts and Notifications - MRR	9/4/2025		26.00%
Managed Service Prodcuts	9/4/2025		15.00%
Access - MRR	9/4/2025		10.00%
<b>Cloudflare</b>			
Off of net ACV	8/7/2025		10.00%
<b>CMG (iTEMize)</b>			
Telecom Expense Management	9/6/2024		20.00%
<b>Coeo Solutions, LLC</b>			
SIP Trunking	4/29/2024		25.00%
Hosted PBX, SD-WAN, DIA, MPLS and Voice	4/29/2024		20.00%
Professional Services & Equipment	4/29/2024	Please send inquiry to your Channel Manager	ICB
<b>Cologix</b>			
All Services	6/21/2024		15.00%
<b>Colotraq</b>			
Colocation	5/8/2024		90.00%
<b>Colt</b>			
International	4/29/2024		18.00%
<b>Comcast</b>		<b>fka Masergy</b>	
Cloud Communication Services	8/15/2024		22.00%
Active Core, SD-WAN, Masergy Network Services, UES Services	8/15/2024		20.00%
Comcast Business SMB	5/5/2025		18.00%
Off-Net Services	5/5/2025	Off-Net Services at 18% until March 31st, 2026	10.00%
<b>Comm-Core</b>			
Security, Internet, Voice	4/29/2024		25.00%
<b>CommandLink</b>			
Voice Services	4/29/2024		24.00%
SD-Wan, Security & Managed Services	4/29/2024		20.00%
Network & Internet Services	4/29/2024		18.00%
<b>Convergia</b>			
Voice/UCaaS	5/3/2024		24.00%
Wireline (except POTS and DSL)	5/3/2024		20.00%
Wireless/IOT, SDWAN & Mobility Services	5/3/2024		15.00%
POTS and DSL	5/3/2024		5.00%
<b>CPI Communications</b>			
SD WAN, UCaaS and Hybrid Services	4/29/2024		24.00%
Shoretel Cap Ex and Shoretel Maintenance Services	4/29/2024		10.00%
<b>Coresite</b>		<b>fka DataSite</b>	
New Sales 2 & 3 year	5/8/2024		15.00%
New Sales 1 year	5/8/2024		13.00%
Renewal 2 & 3 year	5/8/2024		13.00%
Renewal 1 year	5/8/2024		11.00%
<b>Coretelligent</b>			
CoreArmor	5/2/2024		15.00%
360 Support, CoreBDR and CoreCloud	5/2/2024		10.00%
<b>Coronet Cyber Security Inc.</b>			
CyberSecurity	5/2/2024		25.00%
<b>Corus360</b>			
Hardware Sales & Managed Services MRR	5/2/2024		20.00%
Professional Services - One Time	5/2/2024		10.00%
<b>Corvid</b>			
Security	5/2/2024		22.00%
<b>CTL</b>		<b>fka 3R Technology</b>	

Hardware	5/16/2024	Final equipment purchase amount, after diagnostic testing and visual inspection, for any Agent Customer hardware.	15.00%
Premium Services (Hard Drive Wiping/Shredding, Asset Logging, Media Shredding, Asset Destruction, and Proprietary Equipment Destruction)	5/16/2024	Total amount of premium services provided for Agent Customer, before any applicable equipment purchase credit is applied.	15.00%
<b>Cox</b>		<b>fka Logicworks</b>	
Telephone, Video, VPN, Internet and Data (Tier 1/Level 1 as in-network solutions)	4/30/2024		18.00%
Telephone, Video, VPN, Internet and Data (Tier 2/Level 2 as Type II & Type III sales)	4/30/2024		12.00%
<b>Crexendo</b>			
Monthly residual commissionable revenue			28.00%
one-time coomissionable revenue			20.00%
<b>Crown Castle</b>		<b>fka VergX</b>	
Service OnNet	5/10/2024		20.00%
Service OffNet	5/10/2024		14.00%
Venues	5/10/2024		10.00%
Edge Solutions	5/10/2024	Please send inquiry to your Channel Manager	Complex
<b>Csquare</b>			
Colocation Services - Up to 500 kW	8/14/2024		15.00%
Colocation Services - 501 kW to 999 kW	8/14/2024		12.00%
Enterprise Bare Metal Solutions	8/14/2024		10.00%
Colocation Services - 1,000 kW to 4,999kW	8/14/2024		4.00%
Colocation Services - Above 5,000 kW	8/14/2024		2.00%
<b>Cyber Crucible, Inc.</b>			
Ransomware Software	5/2/2024		30.00%
<b>Cyber Defense Group</b>			
All Services, Cybersecurity Services	5/9/2024		10.00%
<b>CyberReef</b>			
MobileWall Services	5/9/2024		20.00%
MobileWall Express	5/9/2024		10.00%
<b>CyberMaxx</b>		<b>fka Cybersafe Solutions</b>	
Professional Services (Penetration Testing) - on MRC for 36M	5/21/2024		21.00%
Professional Services (Penetration Testing) - on MRC for 24M	5/21/2024		19.00%
Professional Services (Penetration Testing) - on MRC for 12M	5/21/2024		18.00%
Professional Services (Penetration Testing) - on NRC	5/21/2024		15.00%
<b>CYRISMA</b>			
Cybersecurity SaaS solutions	5/9/2024		20.00%
<b>CyrusOne</b>			
Colocation	5/9/2024		15.00%
<b>DartPoints</b>			
Colocation, Internet Access, Monitoring and management services, Backup/storage services, Cloud/virutal services, Qualified Vendor Partner Services, Managed Service	8/19/2024		18.00%
<b>Dastor LLC</b>			
Colocation	9/26/2024		20.00%
Cloud/BU/DR/Storage	9/26/2024		17.00%
<b>Data Canopy</b>			
Data Canopy Cloud - vCPU, Disk Space, Memory, Backups, Nutanix Licensing, Connectivity - Bandwidth.	4/2/2025		18.00%
Retail Colocation Base Rent/All-In Power, Colocation - Cross Connects (Data Canopy owned facilities ONLY), Colocation - Cabinet and PDU Rental, Colocation - Badge and Bio reader MRR (Data Canopy owned facilities ONLY)	4/2/2025		15.00%
Wholesale Colocation (500KW+): Total Contract Value	4/2/2025		4.00%
<b>Databank</b>			
Retail Colocation, IaaS and Managed Hosting	4/30/2024		15.00%
Wholesale Colocation	4/30/2024		6.00%
<b>Datablaze</b>			
Machine-Machine, IOT, Network,Usage	5/24/2024		15.00%
<b>DataTel</b>			
Voice, Data, Internet, Conferencing UCaaS, Mobile	4/21/2024	Please send inquiry to your Channel Manager	Complex
<b>Datavalet</b>			

Managed Services & Proprietary Software	4/21/2024		20.00%
Professional Services – Category 2 (Datavalet internal labor generating revenues)	4/21/2024		5.00%
Equipment & Third-Party Software, ISP Line & Professional Services – Category 1 (Subcontracted labor generating revenues)	4/21/2024		2.00%
<b>DC Blox</b>		<b>fka Infrapoint</b>	
Colocation, Network and Cloud Services	5/2/2024		15.00%
<b>DHD</b>			
Maintenance Contracts	5/16/2024	DHD will pay 1/3 of the commission on annual basis. Commission based on total contract value.	20.00%
<b>Dialpad</b>			
Contact Center, Dialpad Talk, Dialpad Conferencing, Dialpad Sell	3/19/2025		25.00%
<b>Digital Fortress</b>			
Colocation, Managed Services, Internet and Data	5/23/2024	Installation fees are non commissionable metered power billing is non commissionable, unless pre-approved	18.00%
<b>Digital Realty</b>		<b>fka Interxion</b>	
Data Center Services & Colocation - New Business	5/2/2024		15.00%
Data Center Services & Colocation - Renewal	5/2/2024		10.00%
<b>DIRECTV for Business</b>			
DSI	5/13/2025		12.00%
Commercial / DSI	5/13/2025		12.00%
Hospitality (L&I) / DSI	5/13/2025		12.00%
Multi Family Unit (MDU) / DSI	5/13/2025		6.00%
<b>Dizzion</b>			
Desktop as a Service	5/23/2024		18.00%
<b>Dobson Fiber</b>			
On-Net Services & Hosted Voice	5/23/2024		20.00%
Off-Net Services	5/23/2024		10.00%
<b>Documo</b>			
Cloud Fax Services	8/5/2024		25.00%
<b>DR Fortress</b>			
Colocation & Connectivity Services	5/23/2024		12.00%
<b>Dynalink</b>			
Non Mobile Services	6/17/2024		18.00%
Mobile/Wireless Services	4/8/2025		15.00%
<b>Dyopath</b>			
MSSP	11/26/2024	Please reach out to Channel Manager for non-recurring rates	20.00%
MSP, Professional Services	11/26/2024		18.00%
Dedicated Service Desk, Hardware/Licensing, ITO	11/26/2024		10.00%
Licenses	11/26/2024		5.00%
<b>E2 Optics</b>			
IT Solutions	5/27/2024	Please send inquiry to your Channel Manager	ICB
<b>EarthLink Business</b>			
All services	9/23/2025		20.00%
One-time temp events	9/23/2025		15.00%
<b>Easton Telecom Services LLC</b>			
Long Distance, Network	6/17/2024	Please send inquiry to your Channel Manager	Complex
<b>EasyNet</b>			
IP Transit Services (Port Charge)	5/27/2024		20.00%
Business DSL, Etherstream (Copper) Rental, Etherstream (Fibre) IP, Leased Lines including IP, Managed Bandwidth Rental, Ethernet Anywhere Rental	5/27/2024		15.00%
Etherstream (Fibre) Circuit Rental	5/27/2024		5.00%
<b>eCloud Managed Solutions</b>			
Cloud (AWS, Azure, Google), Hardware & Software sales	5/24/2024		25.00%
Professional Services	5/24/2024		20.00%
Managed Services	5/24/2024		15.00%
<b>EdgeConnex</b>			
Any and all Services, including, but not limited to, telecommunication\connectivity, co-location, power, managed, hosted, Internet, data, CDN, or set up services, etc. that Company provides to Agent Customer.	3/21/2025		15.00%

<b>Edify</b>			
CCaaS, UCaaS, CPaaS	5/24/2024		24.00%
<b>Effectual</b>			
Managed Services, Professional Services	5/24/2024		15.00%
AWS Cloud Usage	5/24/2024		2.00%
<b>Effortless Office</b>			
Effortless Office, Hosted Exchange, Wireless	5/24/2024		20.00%
<b>Element Critical</b>			
Data Center Solutions, Professional Services, and Cloud Services	5/24/2024		15.00%
<b>EnergyWare</b>			
Solar	5/3/2024		3.00%
<b>EnTelegent</b>			
Data Services, Voice Services, Managed Solutions & Hosted Solutions	5/3/2024	Please send inquiry to your Channel Manager	Complex
<b>Epic IO</b>			
Connectivity: Satellite, Broadband & Mobility	5/3/2024		18.00%
<b>eSentire</b>			
CyberSecurity	5/3/2024		20.00%
<b>ETS USA</b>			
Wifi Services	5/8/2024		12.00%
<b>euNetworks</b>			
European Network	6/3/2024		15.00%
<b>Everstream</b>			
All Connectivity Products	6/4/2024		18.00%
<b>Evocative</b>		fka INAP datacenters, VPLS, Cyberverse	
Colocation, Connectivity, Data Center	6/4/2024		15.00%
<b>Excel Conferencing</b>			
Switched, Dedicated, Data, IP	6/13/2024		20.00%
<b>Expedient</b>			
Cloud, Colocation, Managed Services	6/4/2024		20.00%
<b>Expereo</b>			
Global Services & SD-WAN Management	6/12/2024		20.00%
SD-WAN Devices and Licenses	6/12/2024		7.00%
<b>Extenet</b>			
Internet - Data	6/12/2024		18.00%
<b>Fatbeam</b>			
Fiber Connectivity	6/12/2024		20.00%
<b>FatPipe</b>			
SD-WAN	6/12/2024		20.00%
<b>Fiberlight</b>			
Connectivity	6/12/2024		20.00%
<b>Fidium</b>		fka Consolidated Communications	
On-Net Services	7/10/2024		22.00%
Off-Net Services	7/10/2024		12.00%
<b>Field Staffing Solutions</b>			
Staffing, Recruiting, Resume & Training	6/12/2024		20.00%
<b>Figure 8 OnSite</b>			
IT Asset Decommission & IT Solutions	5/16/2024		15.00%
<b>First Communications</b>			
All Products	6/12/2024		20.00%
<b>FirstLight Fiber</b>			
POTS Lines – On Net only, PRI/Voice T1 – On Net Only, SIP Trunks, Cloud Communications Services (UCaaS), Cloud Services (IaaS/BRaaS/DRaaS/IBM Power), Cloud Connectivity (AWS/Azure), Internet Services, Colocation Services, Ethernet, Wavelength, SONET, Dark Fiber	5/6/2024		20.00%
<b>Five9</b>			
Referral Five9 Licensing, Standard Usage Pricing	5/6/2024		20.00%
ICB (discounted) Usage Pricing	5/6/2024		10.00%
3rd party Products	5/6/2024		5.00%
<b>Flexential</b>			
Cloud, Colocation, and Data Center - New	5/13/2024		15.00%
Cloud, Colocation, and Data Center - Renewals	5/13/2024		12.00%

Professional Services	5/13/2024		10.00%
<b>FluentStream</b>			
Hosted Seat Licenses, SIP Trunks	9/26/2024		20.00%
<b>ForgeOS</b>		<b>fka Ten4</b>	
Internet, Voice	6/3/2024		18.00%
<b>Frontier Communications Solutions</b>			
Frontier Secure, Internet, Phone & TV Services (except Satellite & DISH)	5/6/2024		20.00%
Satellite, DISH	5/6/2024	Please send inquiry to your Channel Manager	Complex
<b>Fusion Connect</b>			
Communications – SIP and IP-based Usage Blocks	4/4/2025		24.00%
Communications – UCaaS, Alarm & Safety Line Services (Microsoft Operator Connect and Direct Routing; Business Voice Lines with Battery Back-up; Digital Business Lines with Battery Back-up)	4/4/2025		22.00%
Data/Access Services (e.g., ADSL, Fiber Ethernet, EoC, T1, Wireless Broadband), Networking & Managed Services (e.g., MPLS, SD-WAN, Contact Center Services, Managed Security, Managed WiFi)	4/4/2025		20.00%
CCaaS Enterprise	4/4/2025		18.00%
Communications – Legacy Voice (Business Voice Lines services - POTS)	4/4/2025		15.00%
Communications – Microsoft Operator Connect Audio Conferencing Services	4/4/2025		10.00%
Managed IT – Microsoft Cloud Services	4/4/2025	8% on MRR up to \$75,000 / 5% on MRR between \$75,001 and \$250,000 MRR / 3% \$250,001 MRR and above	8.00%
<b>Genesys Cloud Services, Inc</b>			
Genesys Cloud, Altocloud/Predictive Engagement Licensing	5/7/2024		20.00%
Genesys Professional Services - Implementation Services Only, Edge Appliances & Hardware associated with Cloud Solutions	5/7/2024		10.00%
Genesys App Foundry & 3rd Party Software	5/7/2024		5.00%
<b>GeoLinks</b>		<b>fka California Internet</b>	
Internet	5/27/2024		22.00%
<b>GlobalIQ</b>			
Manged Services (36,24,12 Month)	6/24/2024		15.00%
Managed Harware (36,24,12 Month), Professional Services	6/24/2024		10.00%
Onsite Services	6/24/2024		5.00%
<b>GoExceed</b>			
Mobil(x) WEM	5/27/2024		20.00%
<b>GoTo</b>		<b>fka LogMeIn</b>	
Collaboration	3/20/2025		24.00%
<b>Granite</b>		<b>fka Epik</b>	
Epik	3/4/2025		20.00%
Pots, Wireless, Broadband, DIA, SIP, Hosted, Managed SVC	3/4/2025		15.00%
Grid, MAC, Project, Rollout	3/4/2025		7.50%
Tv	3/4/2025		5.00%
<b>GRMS</b>			
Managed Wireless Services	5/16/2024		30.00%
Professional Services	5/16/2024		15.00%
Vendor Screening Service	5/16/2024		3.00%
<b>GSI Technology</b>			
Computing & Products	4/24/2024		10.00%
<b>GTT</b>			
International, VoIP/SIP, 4G Wireless, Data, Internet	5/7/2024		20.00%
<b>HS Data Centers</b>			
Datacenter Solutions	4/29/2024		15.00%
<b>Halo Global</b>			
SD-Wan, SD-Wan - Security	4/25/2024		20.00%
SD-Wan - Hardware	5/16/2024		10.00%
Cloud Connect - AWS Direct Connect, Azure Express Route, Google Cloud Connect & Oracle Direct Connect	5/16/2024		10.00%
SD-Wan - Support	5/16/2024		5.00%
Carrier Internet Support	5/16/2024		5.00%
<b>Harbor IT, LLC</b>		<b>fka Harborshield Cybersecurity</b>	
Cybersecurity Services	5/16/2024		20.00%

<b>Hivelocity, Inc</b>			
Bare Metal Ded. Servers & Private Clouds; BareMetalaaS			20.00%
<b>HTG360</b>			
Managed Detection and Response (MDR) / SOC as a Service or (SOC) / Managed Security Services (MSS) and all other Managed Services	5/16/2024		18.00%
Penetration Testing, Vulnerability Scanning, Security Assessments	5/16/2024		12.00%
All Other Professional & Compliance Services & Assessments	5/16/2024		12.00%
Cybersecurity Hardware & Software Purchases	5/16/2024		5.00%
<b>Hughes Network Systems</b>		<b>fka HughesNet</b>	
Wireless Data, Connectivity	5/16/2024		18.00%
<b>Huntress Labs</b>			
Managed Services	5/19/2024		20.00%
Managed Services White Label Override Commission	5/19/2024		5.00%
<b>Hurricane Electric</b>			
If at least 15.0% of the MRC is Enhanced Services	5/19/2024		15.00%
When 10-15% of MRC is Enhanced Services	5/19/2024		10.00%
When < 10% of MRC is Enhanced Services	5/19/2024		5.00%
<b>Hyperion</b>			
Hyperion Supplier Commission Revenue Share Pass	5/22/2024		65.00%
Equipment, Kitting	5/22/2024		10.00%
<b>IBM</b>			
Cloud Services - 1st Year	5/22/2024	Please send inquiry to your Channel Manager	Complex
<b>ImagIT Solutions</b>			
Server Consolidation & Management, Network Integration & Management, Network Architecture & Design, Software Installs/Migrations/Upgrades, Multi-Site Rollout Services, Large Scale Audio/Video Installation & Support, Voice & Data Cabling Solutions ,Cloud Services, Networking Services, Security Services, Virtualization Services, Microsoft Services, Collaboration Services, Application Services	3/20/2025		10.00%
Hardware	3/20/2025		5.00%
<b>InflectionCX</b>			
Software-as-a-Service	5/19/2024		20.00%
Agents-as-a-Service	5/19/2024		5.00%
Recurring Services	5/19/2024		5.00%
One-Time Set-up fees and non-recurring items	5/19/2024		5.00%
<b>InflowCX</b>		<b>fka BPO Partners / Epic Connections</b>	
CCaaS SME & Consulting; CC Transformation	5/22/2024		20.00%
All Other Services	5/22/2024		14.00%
<b>Infobip</b>		<b>fka Peerless Networks</b>	
VoIP Services including BYOC, SIP Trunking, DIDs, Long Distance and Toll Free minutes of use	5/7/2024		30.00%
All UC Hosted PBX Services & Infobip-enabled SaaS products including Conversations, Answers, People, and Moments. Non-recurring Professional Services charges	5/7/2024	*Non-recurring Professional Services charges for Infobip enabled SaaS products are paid one-time at 25% total value of Professional Services provided.	25.00%
SD-WAN Services	5/7/2024		20.00%
Network Services, including Dedicated Internet, Point-to-Point, Fixed Wireless, Bradband Internet, MPLS, Ethernet, 4G/5G Wireless, Managed Security, Managed Wi-Fi & VoIP Services in replacement of Peerless provided traditional POTs Services	5/7/2024		15.00%
Infobip-enabled Messaging Services and CPaaS Services; excluding carrier pass through charges, where itemized	5/7/2024		10.00%
Other Services	5/7/2024	Please send inquiry to your Channel Manager	ICB
<b>Inky</b>			
Anti-Phishing Software, managed Security & SEClouds	5/22/2024		18.00%
<b>Innovation Network Design</b>			
Web App or Pentest Completed (incl Resets) Fixing Issues on Pen Test	5/19/2024		20.00%
Remediation as a Service	5/19/2024		20.00%
Network Device Audit	5/19/2024		15.00%
Server Build Audit	5/19/2024		15.00%

<b>Inoria</b>			
Managed Services	5/19/2024		10.00%
<b>IntelePeer</b>			
All Services - Commission Retail	6/13/2024		20.00%
All Services - Wholesale Rate	6/13/2024		8.00%
<b>Intelligent Technical Solutions</b>			
MRR Services	10/3/2024		20.00%
Azure	10/3/2024		7.00%
NRR Services	10/3/2024		7.00%
<b>Intermedia</b>			
Cloud, UCaaS > \$25K	6/10/2024		20.00%
Ark Data Centers (fka Involta)	6/10/2024		18.00%
<b>International Bancard</b>			
Payment Solutions	5/24/2024		40.00%
<b>Involta</b>			
Cloud, Security and Connectivity Solutions	5/29/2024		15.00%
<b>IP Fone</b>			
Hosted VoIP / SIP Trunks	5/27/2024		25.00%
Data Services / SD-Wan and Managed Services	5/27/2024		20.00%
Long Distance	5/27/2024		15.00%
Analog Lines / Other Services	5/27/2024		5.00%
<b>Ipayment</b>			
All Services	7/10/2025		40.00%
<b>Iron Mountain DataCenters</b>			
ISI Hosted Services	6/17/2024		20.00%
Colocation	6/17/2024		15.00%
Decommissioning Services ("ITRenew Clients")	6/17/2024		5.00%
<b>ISP.Net</b>			
All Services	7/30/2025		20.00%
<b>iTel</b>			
Managed Services, Internet, Hosted	5/28/2024		15.00%
<b>Itelecom</b>			
Verizon Services	5/28/2024		75.00%
<b>itelligence Inc.</b>			
Managed Cloud, Remote administration on hyperscale	5/24/2024		13.75%
Application management services	5/24/2024		5.00%
Implementation services	5/24/2024		2.50%
<b>JMARK</b>			
Monthly Billed Revenues	5/24/2024		20.00%
Hardware and labor projects	5/24/2024		7.00%
<b>KDDI</b>			
DataCenter, Network, Voice, Cloud, IOT	6/10/2024	Please send inquiry to your Channel Manager	Complex
<b>Keeper Security</b>			
Security, Professional Services	5/24/2024		20.00%
<b>Kinetic Business</b>			
SD-Wan, UCaaS & Office Suite	5/24/2024		20.00%
<b>Knight Watch</b>			
Capital Products - <b>Upfront</b> Only - one time payment	5/24/2024	Please send inquiry to your Channel Manager	Complex
<b>Kore.ai</b>			
Conversational AI	5/1/2024		20.00%
<b>Kore Wireless</b>			
Wireless/Mobility - IoT	6/10/2024		15.00%
<b>Kumo Cloud</b>			
Managed Cloud	5/28/2024		20.00%
<b>LaneAxis</b>			
SaaS	5/28/2024		20.00%
<b>LevelBlue</b>			
Custom MRR Solution, Resale Margin	5/11/2025		20.00%
Consulting	5/11/2025		10.00%
<b>Light Networks</b>			
UCaaS & CCaaS	5/20/2024		10.00%
<b>Lightedge Solutions</b>		fka Cavern Technologies	

Managed Hosting, Managed Services, Connectivity, Colocation	5/9/2024		15.00%
<b>Lingo</b>		<b>fka BullsEye / Impact / Bandwave</b>	
Cloud	1/5/2026		35.00%
Ancillary Features, Managed Services	1/5/2026		20.00%
POTs Alternative (ELS)	1/5/2026		15.00%
Connectivity	1/5/2026		12.00%
POTs	1/5/2026		10.00%
<b>Link America</b>			
IOT, Hardware & Managed Services	5/20/2024		18.00%
<b>Logix</b>			
Fiber services On Net	5/7/2024		21.00%
Fiber services Off Net	5/7/2024		10.00%
<b>LogicMonitor</b>			
LM Envision Platform	9/26/2024		25.00%
<b>LoopUp (Ring2)</b>			
Domestic Toll Free	5/21/2024		Buy Rate \$.03
International Audio Conferencing & Ring2Call	5/21/2024		15.00%
<b>LS Networks</b>			
Fiber, Ethernet, UCaaS	5/20/2024		21.00%
<b>Lumen Technologies</b>			
On-Net (15% less if teaming)	5/28/2024		20.00%
Off-Net (15% less if teaming)	5/28/2024		16.00%
<b>Lunavi</b>			
Cloud and Colocation Services	5/22/2024		17.00%
<b>MACH Networks</b>			
Managed services/bundled solutions	5/23/2024		18.00%
4G LTE Connectivity	5/23/2024		15.00%
<b>Macro Integration Services</b>			
Hardware, Software, Pro Services	5/23/2024		15.00%
<b>Managed Solution</b>			
Microsoft O365 (billed monthly by Company) 50% of the gross profit	5/23/2024	Please send inquiry to your Channel Manager	Complex
All Cloud Services 50% of the gross profit	5/23/2024	Please send inquiry to your Channel Manager	Complex
<b>Mango Voice</b>			
VoIP	5/23/2024		25.00%
<b>Mantis Innovation</b>		<b>fka EMEX</b>	
Energy Procurement	5/23/2024		Complex
<b>Marco Technologies</b>			
Managed Services	5/23/2024	Please send inquiry to your Channel Manager	Complex
<b>MarketSpark</b>			
All Services	1/1/2026		15.00%
<b>Massive Networks</b>			
Networking, Blended IP, Cloud, Data Center	5/23/2024		20.00%
<b>Matrix-NDI</b>			
Temperature Scanner	6/10/2024		10.00%
<b>Mavenir</b>			
Cloud Services - UCaaS, CCaaS, CPaaS	5/23/2024		20.00%
<b>McCracken Group</b>			
WEM Provider	6/10/2024		20.00%
<b>MDcentric Technologies Inc</b>			
Private Cloud Hosting and Support, Managed IT Services	5/28/2024		15.00%
<b>MDSi</b>			
Buy price of all hardware	6/6/2024		15.00%
Revenue for all recycled hardware	6/6/2024		10.00%
Logistical cost for all projects	6/6/2024		5.00%
<b>MediaCom</b>			
Internet & T.V.	4/29/2024		15.00%
<b>Megaport</b>			
Megaport, CXC, in Region VXC	5/27/2024		24.00%
<b>Meta Data Engineering</b>			
Professional Services	5/28/2024	Commissions are a one-time payment	10.00%
<b>Metro Wireless</b>			

Connectivity Provider ALL MetroBURST Services ALL MetroWAVE Services ALL MetroMAXX Services ALL MetroFIBER Services ALL MetroWIFI Managed Services ALL MetroDAS Managed Services ALL MetroCLOUD (includes Colocation Services) ALL MetroWIFI ALL MetroDAS ALL Custom Microwave and/or Fixed Wireless ALL Other Customized Construction Projects	6/4/2024		20.00%
ALL MetrolTE Services	6/4/2024		10.00%
<b>MetroNet</b>			
Internet, HPBX, Fiber Wan	5/29/2024	Please send inquiry to your Channel Manager	Complex
<b>MetTel</b>			
IP Business Service, Data, Management, Mobility, POTS Transformation, TDM, Wireless, POTS in a box, IoT, and Managed Network.	6/13/2024	Please send inquiry to your Channel Manager	Complex
<b>MHO Networks</b>			
Wireless Internet / Microwave	10/10/2024		15.00%
<b>MiCamp</b>			
All Services	4/4/2025		25.00%
<b>Microspace</b>			
Wireless Internet	5/29/2024		15.00%
Wholesale	5/29/2024		5.00%
<b>Mitel</b>			
Cloud UC Products	5/27/2024		20.00%
Network (when sold as a stand alone product)	5/27/2024		18.00%
Education or ICB pricing	5/27/2024		10.00%
<b>MME Solutions</b>			
Billing Buddy Telecom Expense Management	5/29/2024		17.50%
<b>Mobilsense Technologies</b>			
Enterprise Monitor	5/29/2024		33.00%
Data Manager	5/29/2024		33.00%
Enterprise Monitor & Helpdesk	5/29/2024		26.50%
<b>Mobile Sage</b>			
MOBILE POLICY CREATION & IMPLEMENTATION, EMM STRATEGY DEVELOPMENT, MOBILE SECURITY STRATEGY, NEGOTIATION OF CARRIER CONTRACTS, IN-HOUSE SUPPORT AND EMPLOYEE TRAINING	9/30/2024		15.00%
<b>MOD Mission Critical</b>			
Datacenter Solutions	5/29/2024		10.00%
<b>Modas Systems</b>			
Modas Momentum Transaction Clearinghouse.	5/29/2024	Please send inquiry to your Channel Manager	10.00%
myDevices	5/29/2024	Please send inquiry to your Channel Manager	Complex
<b>Momentum</b>		<b>fka G12 Communications</b>	
VoIP and Sip	6/11/2024		24.00%
Broadband and Fiber	6/11/2024		15.00%
<b>Mosaic Networx</b>			
SD-Wan	6/6/2024		20.00%
Voice Services	6/6/2024		20.00%
<b>Motus</b>			
WA Services	10/11/2024		18.00%
Third Party Products & Services	10/11/2024		9.00%
<b>Natural Wireless</b>			

Wireless Internet POTS Lines – On Net only PRI/Voice T1 – On Net Only SIP Trunks Cloud Communications Services (UCaaS) Cloud Services (IaaS/BRaaS/DRaaS/IBM Power) Cloud Connectivity (AWS/Azure) Internet Services Colocation Services Ethernet Wavelength SONET	10/11/2024		12.00%
<b>NEC</b>			
Local Lines	6/6/2024		26.00%
<b>Net2Phone</b>			
Hosted VoIP / SIP Trunks	6/11/2024		28.00%
Call Center and Contact Center Services	6/11/2024	For Call Center Services, Contact Center Services and any Metered SIP Trunks associated with such Call Center Services or Contact Center Services: (i) The qualifying SPIFF payment, if applicable ("SPIFF"); and (ii) twenty percent (20%) of the Net Revenue generated by Customer ("Residual Commission").	20.00%
<b>NetCarrier</b>			
Hosted VoIP / SIP Trunks	6/12/2024		21.00%
nCloud Exchange, Off-Net Services	6/12/2024		15.00%
nCloud xStream	6/12/2024		15.00%
Copper Advantage Lines & Usage, Switched Long Distance, nCloudPBX CPE, nCloudPBX Hardware, Broadband Access Loops, Fiberflex Loops	6/12/2024		5.00%
<b>Netfor</b>			
Help Desk 24/7/365, Onsite Help, NOC/Help Desk, SOC/Security Operations Center, Field Services, Depot Services, Customer Service, Mobile Device Support, Remote Employee Support	6/12/2024		10.00%
<b>Netfortris / Sangoma</b>			
Security, UCaaS, Voice			28.00%
Connectivity			22.00%
<b>Netrality Properties</b>			
Interconnection, Retail Colocation , Wholesale Data Center Solutions, Office and Retail Storage, Technical Support	6/12/2024		15.00%
<b>Success Computer</b>		<b>fka Netrio</b>	
Enterprise Support Plus (ESP) IT Managed Services Network Operations Center as a Service (NOaaS) Circuit & Edge Device Support Service Desk (SD) Inbound/End User Support	6/12/2024		18.00%
UCaaS (retail)	6/12/2024		18.00%
SIP Trunking (retail)	6/12/2024		12.00%
SD-WAN (retail)	6/12/2024		10.00%
Business Internet & Connectivity DIA, BB, LTE, PL, MPLS (retail)	6/12/2024		10.00%
NOaaS (White Label)	6/12/2024		6.00%
Wholesale / White Label Override Referral	6/12/2024		6.00%
<b>NetWolves</b>			
<b>Managed Services Security   Core</b>	10/21/2024		10.00%
<b>Managed Services Security   Advanced, Enterprise, Dark Web Scan, Keystroke Encryption, SIEM</b>	10/21/2024		20.00%
<b>Managed Services SDWAN   core</b>	10/21/2024		10.00%
<b>Managed Services SDWAN   Complete, Advanced, Enterprise</b>	10/21/2024		20.00%
<b>Managed Services Management   Basic</b>	10/21/2024		10.00%
<b>Managed Services Management   Advanced, Enterprise</b>	10/21/2024		20.00%
<b>Managed Services Monitoring   Silver</b>	10/21/2024		10.00%
<b>Managed Services Monitoring   Gold</b>	10/21/2024		15.00%
<b>Managed Services Monitoring   Platinum and AwareNACS</b>	10/21/2024		20.00%
<b>Connectivity   Broadband Wholesale Domestic: Cable, DSL &amp; FIOS</b>	10/21/2024		15.00%
<b>Connectivity   Broadband Wholesale International: Cable &amp; DSL</b>	10/21/2024		10.00%
<b>Connectivity   Ethernet/Fiber: Domestic &amp; International</b>	10/21/2024		17.00%

<b>Connectivity   DIA Domestic: Port</b>	10/21/2024		17.00%
<b>Connectivity   DIA International: Port</b>	10/21/2024		17.00%
<b>Connectivity   MPLS - Wholesale: Port</b>	10/21/2024		17.00%
<b>Connectivity   Private Line - Wholesale: Port</b>	10/21/2024		17.00%
<b>Connectivity   Wireless Services: Satellite Domestic</b>	10/21/2024		14.00%
<b>Connectivity   Wireless Services: Satellite International</b>	10/21/2024		10.00%
<b>Connectivity   Wireless Services: Fixed Wireless</b>	10/21/2024		10.00%
<b>Connectivity   3G &amp; 4G: Sprint unlimited, Verizon pooled, Sprint pooled, AT&amp;T plan</b>	10/21/2024		15.00%
<b>Voice Services   TDM: Switched &amp; Dedicated Outbound, Switched &amp; Dedicated Inbound Services</b>	10/21/2024		15.00%
<b>Voice Services   VoIP - On-Net: SIP Trunks &amp; SIP Usage</b>	10/21/2024		15.00%
<b>Voice Services   Conferencing: Reservation-less &amp; Video</b>	10/21/2024		15.00%
<b>Professional Services: Security Audit, ITR, Staging/Configuration, TEM Audit, Cabling projects, Data Center move &amp; 3rd Party Dispatch</b>	10/21/2024		8.00%
<b>Equipment Resale (Capex): Cisco, Meraki, Riverbed, Palo Alto &amp; Other</b>	10/21/2024	15% of margin Other: Special Case	15.00%
<b>Telecom Carrier Management Services   Broadband billing presentment - Domestic: Cable, DSL &amp; FIOS (percentage of fee)</b>	10/21/2024	20% of fee	20.00%
<b>Telecom Carrier Management Services   Broadband billing presentment - International: Cable &amp; DSL (percentage of fee)</b>	10/21/2024	20% of fee	20.00%
<b>Telecom Carrier Management Services   MPLS Billing Presentment: Port (percentage of fee)</b>	10/21/2024	20% of fee	20.00%
<b>Telecom Carrier Management Services   Private Line Billing Presentment: Port (percentage of fee)</b>	10/21/2024	20% of fee	20.00%
<b>Telecom Carrier Management Services   VoIP Billing Presentment: SIP Trunks &amp; Hosted Service (percentage of fee)</b>	10/21/2024	20% of fee	20.00%
<b>Telecom Carrier Management Services   Wireless Billing Presentment: 3G/4G, Satellite &amp; Fixed Wireless</b>	10/21/2024	20% of fee	20.00%
<b>Telecom Carrier Management Services   Wireless Billing Presentment: Trouble &amp; Repair</b>	10/21/2024	15% of fee	15.00%
<b>Healthcare Suite: (Only available to approved VIP partners)   PACS: GE &amp; Other</b>	10/21/2024	1% of contract value (1-time referral Payment)	1.00%
<b>Healthcare Suite: (Only available to approved VIP partners)   RIS: MedQ</b>	10/21/2024	1% of contract value (1-time referral Payment)	1.00%
<b>Healthcare Suite: (Only available to approved VIP partners)   Storage: Dell/NTT</b>	10/21/2024		10.00%
<b>Healthcare Suite: (Only available to approved VIP partners)   Storage: Other</b>	10/21/2024	10% of contract value (1-time referral Payment)	10.00%
<b>Healthcare Suite: (Only available to approved VIP partners)   Clinical Connect, Monitor: Advanced &amp; Enterprise</b>	10/21/2024		15.00%
<b>Healthcare Suite: (Only available to approved VIP partners)   Clinical Connect, Secure: Core</b>	10/21/2024		10.00%
<b>Healthcare Suite: (Only available to approved VIP partners)   Clinical Connect, Secure: Advanced &amp; Enterprise</b>	10/21/2024		15.00%
<b>Healthcare Suite: (Only available to approved VIP partners)   Clinical Connect, Secure: Review</b>	10/21/2024	1-time referral Payment	5.00%
<b>Customer Contract Re-term / Off-term: Standard Re-term Commission Reduction</b>	10/21/2024		3.00%
<b>Customer Contract Re-term / Off-term: Non-Standard Re-term</b>	10/21/2024	If renewal is less than the original term and rate)	7.00%
<b>Customer Contract Re-term / Off-term: Standard Off-term Commission Reduction</b>	10/21/2024	If contract is not renewed at the end of the term	50.00%
<b>Netrix</b>			
TetraVX product: iCX, nVX	6/19/2024		25.00%
CloudHelm, DaaS, Security, Data Center or Colocation (N+2)	6/19/2024		20.00%
IaaS (Azure), Tetra VX product: sVX, cVX, Managed Services, Carrier Services (Teams DR), Professional Services	6/19/2024		15.00%
Hardware, Software, Maintenance, or 3rd party Vendor ****	6/19/2024		10.00%
<b>New Connect</b>			
Internet and Private Line			10.00%
<b>New Horizon Communications</b>			
Telecom and Network / Aggregation	6/19/2024		22.00%
Subscription Based Services	6/19/2024		10.00%
<b>NewCloud Networks / Otava</b>			

Otava Cloud, Backup Services, Data Protection Services, Disaster Recovery Services, Security Services, Colocation.			20.00%
Managed Azure, Scale ComputingVmware Licenses, MS 365 Licenses			5.00%
Vmware Licenses, MS 365 Licenses			3.00%
<b>Nextiva</b>			
Hosted VoIP / SIP Trunks	5/28/2024		27.50%
UCaaS	7/8/2024		25.00%
CCaaS	7/8/2024		25.00%
<b>NICE CXONE</b>		fka LiveVox	
Core products - a la carte - base rate (up to 50% discount)	10/17/2024		20%
Core products - A la carte   50.01% - 54.9% discount	10/17/2024		18%
Core products - A la Carte   55% - 60% discount	10/17/2024		16%
Core products - A la Carte   60.01 - 65% discount	10/17/2024		12%
Core products - A la Carte   > 65.01% discount	10/17/2024		10%
Level 2 products - a la carte - base rate (up to 50% discount)	10/17/2024		10%
Level 2 products - A la carte   50.01% - 54.9% discount	10/17/2024		9%
Level 2 products - A la Carte   55% - 60% discount	10/17/2024		8%
Level 2 products - A la Carte   60.01 - 65% discount	10/17/2024		7%
Level 2 products - A la Carte   > 65.01% discount	10/17/2024		5%
Core products - bundles - base rate (up to 50% discount)	10/17/2024		20%
Core products - bundles   50.01% - 54.9% discount	10/17/2024		14%
Core products - bundles   55% - 60% discount	10/17/2024		12%
Core products - bundles   60.01 - 65% discount	10/17/2024		10%
Core products - Bundles   > 65.01% discount	10/17/2024		8%
Level 2 products - Bundles - base rate (up to 50% discount)	10/17/2024		10%
Level 2 products - bundles   50.01% - 54.9% discount	10/17/2024		7%
Level 2 products - bundles   55% - 60% discount	10/17/2024		6%
Level 2 products - bundles   60.01 - 65% discount	10/17/2024		5%
Level 2 products - bundles   > 65.01% discount	10/17/2024		5%
<b>Nitel</b>		fka HypercoreNetworks	
All Products			18.00%
<b>NTegrated Consulting</b>			
Managed Services	6/19/2024		20.00%
<b>Ntirety</b>			
Managed Cloud			15.00%
<b>NTT Data</b>			
DIA & Private Lines			15.00%
<b>NuTech Logix</b>			
Cybersecurity	5/24/2024		40.00%
<b>NuWave</b>			
SIP trunk package services, Teams calling plan and UCaaS	5/23/2024		20.00%
<b>NWN Carousel</b>			
Carrier Services - Residuals, Ring Central	5/29/2024		90.00%
Carousel Portfolio - All Other	5/29/2024		17.00%
<b>OBS (Online Business Systems)</b>			
Telecommunications, network, connectivity, internet, datacenter, co-location, power, cloud, managed, hosted, data, CDN, security, development, migration consulting, expense management, cost control, application or set up services	3/7/2025		10.00%
<b>Observables</b>			
Recurring on MRR service contracts	7/15/2024		22.50%
One-Time on Hardware Packages	7/15/2024		15.00%
One-Time on installs and professional services	7/15/2024		12.00%
<b>Observe.ai</b>			
Post Interaction AI, Knowledge AI, Real Time AI, Summarization AI, Conversation Intelligence	7/23/2024		20.00%
<b>Olympusat Telecom</b>			
Satellite Services	7/15/2024	Please send inquiry to your Channel Manager	Complex
<b>One Communications</b>			
On-Net - Data	10/10/2024		20.00%
On-Net - Voice	10/10/2024		17.00%
Off Net - POTS /TRUNKS 12% (1 Year Term)	10/10/2024		12.00%
Off Net - POTS /TRUNKS 12% (1 Year Term)	10/10/2024		13.00%

<b>OneNet Global</b>		<b>fka Ecessa</b>	
SD-Wan	5/24/2024		15.00%
<b>Ooma</b>			
UC Stack: UCaaS, Hosted VoIP, Cloud Telephony, Hosted PBX	7/22/2024		25.00%
IP/SIP Trunks, Direct Routing for MS Teams, Terrestrial Broadband Services (Coax, Fiber, DIA), Ooma Connect, Ooma AirDial, Hospitality	7/22/2024		20.00%
SDWAN, Managed Security Services, Ooma WiFi	7/22/2024		15.00%
<b>Optimum Business</b>		<b>fka Altice, Lightpath</b>	
New Logo	4/29/2024		20.00%
IOT	4/29/2024		10.00%
Network, SD-WAN, Voice, DDOS, Managed Services	4/29/2024		20.00%
<b>Otava, LLC</b>			
Cloud Services	6/13/2024		12.00%
<b>Ovation Wireless Management</b>			
Referral Partner Commissions	7/22/2024		50.00%
<b>P2 Broadband</b>			
Fixed Wireless	7/22/2024		20.00%
Fiber	7/22/2024		8.00%
Wiring/Special Events	7/22/2024		5.00%
Wholesale	7/22/2024		3.00%
<b>PacketFabric</b>			
Cloud & Managed Services (12 months or more)	7/23/2024		20.00%
Cloud & Managed Services (Less than 12 months)	7/23/2024		15.00%
Colo & Network services (any term length)	7/23/2024		15.00%
<b>Palo Alto Networks</b>			
CloudGenix Product, Prisma Access Product, Support Services & Professional Services	6/19/2024		On-Platform
<b>PanTerra Networks</b>			
CCaaS, UCaaS, SD-WAN, Circuits	2/24/2025	Please review latest Master Agent Amendment	Complex
<b>Paramount Financial</b>			
All Services	11/6/2025		25.00%
<b>Pathwayz</b>			
Cloud PBX & Cloud SIP/PRI, Symmetrical Internet, Fiber WAN / Dark Fiber	7/22/2024		16.00%
All other voice services, Asymmetrical Internet	7/22/2024		10.00%
<b>PAX8</b>			
Professional Services			11.00%
Microsoft 365, DropSuite, Acronis, Proofpoint, IronScales, SentinelOne, Breach Secure Now			10.00%
Azure			5.00%
Veem		Please send inquiry to your Channel Manager	Complex
<b>PCCW / Console Connect</b>			
Hosted PBX, MPLS VPN, T-1 Service, GIA Service, IPLC/IEPL	5/7/2024		15.00%
<b>Peerless Communications</b>			
Structured Cable, Access Control	5/29/2024		6.00%
AV System Cabling	5/29/2024		5.00%
<b>Perfect Packet</b>			
SD-Wan	7/22/2024		25.00%
<b>Performive</b>			
Cloud & Managed Services	7/23/2024		18.00%
Colocation	7/23/2024		15.00%
<b>Perimeter81</b>			
Cloud and Network Security	7/23/2024		20.00%
<b>Phin Security</b>			
Security Awareness Training and Social Engineering Simulation	7/23/2024		15.00%
<b>PhySaaS</b>			
For2Fi Services: Wireless Monthly Recurring Services, Cellular Modem Rental, Metered or High-Capacity Data Plan, Overage Charges, POTS Replacement	6/4/2024		20.00%

PhySaaS Services, Security & IOT Monthly Recurring Services, Managed IOT Devices & Gateways, Managed IOT Support/Portal Charges, Managed PhySaaS Physical Security Service & Support, Managed PhySaaS Physical Security Hardware/Licenses – Invoiced Monthly	6/4/2024		20.00%
One-Time or Non-Recurring Charges, For2Fi Services: Cellular Modem Purchase, Antenna Purchase, IOT Device or Gateway Purchase, Upfront Data Plans. PhySaaS Service: PhySaaS Hardware & License Purchase, PhySaaS Engineering and Design Fees	6/4/2024		5.00%
<b>Phoenix NAP</b>			
Co-location / Space, Circuit Power, BGP Mixed Bandwidth, Managed Services, DRaaS, VPDC, MPC & Hybrid MPC, DSC, BaaS, Object Storage	10/11/2024	Reach out to your Channel Manager to confirm if there are any discounts applicable.	20.00%
HaaS, Bare Metal Servers, Dedicated Servers	10/11/2024		10.00%
<b>PHONE.COM</b>			
UCaaS	10/10/2024		15.00%
<b>Pilot Fiber</b>			
Voice and Network	7/23/2024		20.00%
<b>Pilot Services</b>		fka Crosswind VOIP	
VoIP & Hosted PBX Solutions 3+ YR - 2X MRR	5/2/2024		20.00%
<b>Pond Mobile (Pond IoT)</b>			
<b>Connectivity and Network Services via SmartSIM</b> – 1 year term or greater (includes all Contracted Monthly Recurring Revenue–recurring charges and, where applicable, managed service charges. After term, if contract not renewed see month to month for commission payout)	2/27/2025	Reach out to your Channel Manager for any additional inquiries	15.00%
<b>Connectivity and Network Services via Traditional SIM</b> – includes all Monthly Recurring Revenue where data is per ICCID is below 5GB (monthly recurring charges and, where applicable, managed service charges).	2/27/2025	Reach out to your Channel Manager for any additional inquiries	15.00%
<b>Connectivity and Network Services via SmartSIM</b> – includes all Month-to-Month term Monthly Recurring Revenue (monthly recurring charges and, where applicable, managed service charges).	2/27/2025	Reach out to your Channel Manager for any additional inquiries	10.00%
<b>Connectivity and Network Services via Traditional SIM</b> – includes all Monthly Recurring Revenue where data, per ICCID, is at or above 5GB per line (monthly recurring charges and, where applicable, managed service charges).	2/27/2025	Reach out to your Channel Manager for any additional inquiries	10.00%
<b>Ultra-low IoT Bandwidth Connectivity and Network Services</b> – includes all annual (yearly) Recurring Revenue where data, per ICCID, is less than 100 MB per line, per month (monthly recurring charges and, where applicable, managed service charges).	2/27/2025	Reach out to your Channel Manager for any additional inquiries	6.00%
<b>Procurri</b>			
Hardware resale, maintenance, decommissioning & datacenter migration	5/28/2024		15.00%
<b>Prodoscore</b>			
Prodoscore Licensing	4/26/2024		15.00%
Onboarding Fees	4/26/2024		15.00%
Professional Services for data integration	4/26/2024		15.00%
<b>Profit Advisory Group</b>			
Telecom Expense Management Audits; Expense Reduction Review Audit	4/25/2024		25.00%
<b>Pulsar Connected LLC</b>		fka Pivotel International	
Starlink Solutions - Pulsar Starlink Management fee	9/24/2025		20.00%
SD-WAN Hardware, License, and Management & Firewall Solutions	9/24/2025		20.00%
UCaaS/CCaaS - Phones and Accessories outright purchases, LTE/4G/5G outright purchases, LTE/4G/5G monthly base services, Terrestrial Internet Services (DIA, Broadband, and PTP Wireless), Router outright purchases, DIA monthly services	9/24/2025		15.00%
UCaaS and CCaaS monthly services (includes phones)	4/21/2025		25.00%
Mobile satellite voice, data and messaging (Viasat/Inmarsat, Iridium, Globalstar), Monthly airtime services	9/24/2025		10.00%
<b>Punch Alert</b>			
Safety Application	4/25/2024		20.00%
<b>Puzzel</b>			
Communication and information technology	4/25/2024		20.00%

<b>Quest</b>			
Managed Services and Professional Services	4/26/2024		15.00%
Infrastructure Services (Cabling, fiber, rack and stack, audio visual, video surveillance, etc...)	3/4/2025		5.00%
<b>Quovim C3</b>			
Professional Services: Statement of Work / RFP's, Bank of Hours proposal, Support proposal, Staff Augmentation proposal.	4/26/2024		10.00%
<b>RACK59</b>			
Data Center & Business Continuity			15.00%
Managed Services, NOC Services			4.00%
<b>Rackspace</b>		<b>fka Datapipe</b>	
Managed Hosting & Private Cloud, Managed Services	6/26/2024		20.00%
Managed 3rd Party Cloud, Add-On Services, Colocation	6/26/2024		10.00%
VMWare on AWS (Based upon Infrastructure and Support Billing)	6/26/2024		7.50%
Professional Services	6/26/2024		5.00%
O365 Licenses	6/26/2024		3.00%
<b>RapidScale a Cox Business Company</b>			
Cloud Services	5/24/2024		24.00%
<b>Ready Networks</b>			
Cloud Consumption	4/29/2024		8.00%
Cloud 24x7 Managed Services	4/29/2024		8.00%
Professional Services	4/29/2024	Please send inquiry to your Channel Manager	Complex
<b>Ready Services Group</b>			
Cyber Security, Enterprise IT Operations and Management Services, Cloud Application Integration and Migration Services, Program Management Services	4/29/2024		15.00%
<b>Renodis</b>			
Telecom Consulting Sales, TEM Services, Mobility Manament Services	4/30/2024		17.00%
<b>Resolve Tech Solutions</b>			
Cloud Infrastructure (50% or half of total commissions RTS receives)	5/13/2024		50.00%
Managed Services	5/13/2024		20.00%
Professional Services NRC One-time payout	5/13/2024		10.00%
<b>Retarus</b>			
EDI Services	5/2/2024		30.00%
<b>RingCentral</b>			
Ignite 2+ yr term contracts	5/24/2024		26.00%
UCaaS 2+ yr term contracts	5/24/2024		22.00%
Contact Center	5/24/2024		19.00%
UCaaS MTM or 1 yr term contracts	5/24/2024		18.00%
<b>RIR Subnet Sales LLC</b>		<b>fka Silicon Desert International - IPv4</b>	
IPv4	5/13/2024		10.00%
<b>Rise Broadband</b>			
VoIP	7/9/2024		25.00%
Installation fee	7/9/2024		18.00%
Fixed Wireless Broadband MRC	7/9/2024		18.00%
<b>Rogers</b>		<b>fka Shaw Business</b>	
Fibre-Based Services	10/8/2024	Please send inquiry to your Channel Manager for further details	20.00%
Non Fibre-Based Services	10/8/2024	Please send inquiry to your Channel Manager for further details	17.00%
<b>RTech Solutions</b>			
RTech plans, RTech Devices, RTech Solutions	5/6/2024		18.00%
<b>Safety Net Access</b>			
VoiceWorx, HDTV Guest Program, HDTV Bulk	5/6/2024		15.00%
<b>Sakon</b>			
Professional Services	5/6/2024		15.00%
<b>Sangoma</b>		<b>fka Fonality, Netfortris, VoIP Innovations, Digium, Digium Cloud Services, Star2Star</b>	
CommUnity, Switchvox Cloud, Business Voice/Business Voice +, CCaaS & CPaaS	6/19/2024		25.00%
SipStation/Faxstation, Desktop as a Service, Managed SD-WAN, Managed Network Devices (Switches, Routers, WiFi) & Managed Security	6/19/2024		22.00%

Managed Access	6/19/2024		16.00%
<b>SCB Global</b>			
Voice	5/28/2024		25.00%
Data	5/28/2024		25.00%
SMS,Hardware, FTTC, Leased Lines, Headsets	5/28/2024		10.00%
<b>Seaborn</b>			
Network	5/23/2024		20.00%
<b>Segra</b>		<b>fka Unite Private Network</b>	
Internet (EIA, DIA, EPL), Wave, Dark Fiber, Cloud Connect, Voice Services, DDoS Protection Services, IaaS, DRaaS, BaaS, Data Center and Colocation Services, Managed Switch and Wifi, Smart Wifi, SD Wan, SOCaas, Firewall, LTE	6/6/2024		20.00%
<b>SensLynx</b>			
Fleet Tracking	5/6/2024		25.00%
IoT Solutions	5/6/2024		22.00%
Fleet Tracking (Hardware)	5/6/2024		20.00%
IoT Solutions (Hardware)	5/6/2024		18.00%
<b>Serenova / Lifesize / Enghouse</b>			
Service Fees	5/9/2024		20.00%
Third Party Products	5/9/2024		10.00%
Telephony	5/9/2024		7.00%
<b>SIB Fixed Cost Reduction</b>			
TEM	5/9/2024		10.00%
Wholesale/White Label	5/9/2024		5.00%
<b>Sierra Wireless</b>			
Wireless Internet (Standard Rate)	5/9/2024		20.00%
Wireless Internet (Discounted Rate)	5/9/2024		15.00%
<b>Silversky</b>		<b>fka Cybraics</b>	
Nlighten Managed Security	5/9/2024		20.00%
<b>SimpleWan</b>			
Services	5/15/2024		27.00%
<b>Sinch</b>		<b>fka Inteliquent/MessageMedia/Voyant</b>	
Hosted Unified Communications	5/28/2024	Monthly Recurring Revenue for UCaaS + Voyant Office	26.00%
SIP Trunking	5/28/2024		18.00%
Fax Service	5/28/2024		17.00%
Data	5/28/2024	Includes charges for local loops, DIA, MPLS and Ethernet charges paid by Agent-Sold customers.	12.00%
Voice Services - TDM *All underlying providers	5/28/2024	TDM rates and commissions will all be Individual Case Basis.	ICB
<b>Singlewire Software</b>			
InformaCast Fusion Subscription, One-Time Onboarding Fee, InformaCast Fusion - Desktop, IP EndPoint, Mobile User Add-On Subscriptions,	5/24/2024		24.00%
InformaCast Mobile Subscription, One-Time Onboarding Fee, Vistor Aware iSaaS	5/24/2024		20.00%
InformaCast Fusion Server Appliance, Paging Gateway Hardware Appliance	5/24/2024		20.00%
Smart Start, Jump Start, Visitor Aware PS based installation one-time charge	5/24/2024		20.00%
<b>SingTel</b>			
Connect Plus Services	5/14/2024		15.00%
<b>Skywire</b>			
Skywire on-net Metro ethernet, IP and DIA, MPLS Data Services, HPBX, SIP, Data Services through a Skywire NNI Carrier Partner	5/15/2024		23.00%
<b>Smart Choice Communications</b>			
Smart Tile, Smart Tile Module, Smart Tile Equipment/ Brand	5/15/2024	MRC \$100	20.00%
Smart Tile, Smart Tile Module, Smart Tile Equipment/ Brand	5/15/2024	NRC \$95	10.00%
<b>Smartairia</b>		<b>fka LuxSpeed</b>	
Internet, Network	5/21/2024		10.00%
<b>Smartel Inc</b>			
Wireless Expense Management, Managed Services, Mobile Device Management. M2M	5/16/2024		20.00%

<b>Smartz</b>			
Managed Services and Licensed Works	5/16/2024		25.00%
<b>SMPL</b>			
Voice Services & SDN	5/20/2024		27.00%
Hardware, phone and equipment	5/20/2024		10.00%
<b>Soaring Eagle</b>			
Managed Services	5/16/2024		20.00%
<b>SoftwareOne</b>			
For the 3rd customer and all customers going forward	5/28/2024		20.00%
Professional Services for the 1st and 2nd customer	5/28/2024		17.00%
<b>Solex</b>			
Hosted PBX, Unified Communications, Call Center, IP Fax Services, Web Collaboration, SIP Trunking, Local PRI / T1, IVAD Circuits, LD Services, Toll Free, Conferencing Services, DIA, MPLS, EpC, Asymmetric Ethernet, Private Line	5/20/2024		20.00%
ADSL, Cable Broadband, Analog POTS Lines	5/20/2024		18.00%
<b>SparkPlug IP</b>			
VOIP, SD-WAN, Wireless, Security	5/21/2024		25.00%
<b>Spectrotel</b>			
UCaaS and CCaaS	6/21/2024		20.00%
Cloud Fax, EOF	6/21/2024		18.00%
POTS via Airdial, over Broadband POBB, SIP Line (Analog), SIP Solutions, Colo/Cloud	6/21/2024		15.00%
PTaaS POTS IN A BOX	6/21/2024		10.00%
Any other Service, carrier, territory	6/21/2024	Please send inquiry to your Channel Manager	ICB
<b>Spectrum</b>			
Please send inquiry to your Channel Manager	6/9/2025		-%
Please send inquiry to your Channel Manager	6/9/2025		-%
Please send inquiry to your Channel Manager	6/9/2025		-%
Please send inquiry to your Channel Manager	6/9/2025		-%
Please send inquiry to your Channel Manager	6/9/2025		-%
Please send inquiry to your Channel Manager	6/9/2025	Please send inquiry to your Channel Manager	-%
<b>SpectrumVOIP</b>			
Please send inquiry to your Channel Manager	6/14/2024		-%
Please send inquiry to your Channel Manager	6/14/2024		-%
Please send inquiry to your Channel Manager	6/14/2024		-%
<b>Spiralogics</b>			
Software	5/21/2024		15.00%
Software after 60 months	5/21/2024		10.00%
<b>Splice</b>			
Helpdesk Services Device Pricing Model, Network Monitoring, Server Monitoring, Carrier Escalation Services.	5/21/2024		20.00%
Helpdesk Services Incident Ticket Pricing Model, Equipment set up and offboarding, Remote Service Projects	5/21/2024		12.00%
Onsite Support Services	5/21/2024		8.00%
<b>Sqwaq</b>			
Hardware (One Time)			25.00%
4G LTE Data Plans & Overages			10.00%
<b>Steadfast</b>			
Cloud, Backup, Disaster Recovery, Managed Security	5/22/2024		25.00%
Managed 0365, Azure	5/22/2024		15.00%
Datacenter, Colocation	5/22/2024		10.00%
<b>Stracos</b>			
Implementation, Consulting, Staff Augmentation, Assessments	5/22/2024		20.00%
<b>Stratus Networks (Access2Go)</b>			
Data, Voice, Cloud	5/22/2024	Please send inquiry to your Channel Manager	Complex
<b>Summit Broadband</b>			
Data, Voice, UCaaS	5/23/2024		20.00%
<b>Summit Hosting</b>		<b>fka Deft, Server Central</b>	
Cloud services, Colo Services, Managed and IP Services	5/7/2024	New Channel Agent Leads	15.00%
Cloud services, Colo Services, Managed and IP Services	5/7/2024	Channel Agent Renewals	10.00%
<b>Sun Communications</b>			
Merchant Services	5/27/2024		20.00%

Voice, Hosted (Non-Premiere)	5/27/2024		13.00%
Voice, Hosted (Premiere)	5/27/2024		10.00%
Internet	5/27/2024		5.00%
<b>SupraNet</b>			
Internet, Colocation, Managed Services	5/27/2024		15.00%
<b>Switch</b>		<b>fka Data Foundry</b>	
Colocation	5/9/2024		15.00%
<b>Symbol Security</b>			
SaaS	5/27/2024		25.00%
SaaS Referral to Wholesale/ White label partner	5/27/2024		5.00%
<b>T-Mobile (Sprint)</b>			
Partner Teaming - Eligible Rate Plan, Partner Generated Only - MultiLine Rate Plan, Partner Generated Only - GeoTab Rate Plan & Partner Teaming - Control Center Activation (3x Total MRC)	6/27/2024		10.00%
TFB Direct Led or Partner Facilitated (2x Total MRC)	6/27/2024		10.00%
<b>T5 DataCenters</b>			
Data Center Services	5/28/2024		15.00%
<b>Talkdesk</b>			
Contact Center			20.00%
<b>TDarx (NocDoc)</b>			
Managed Services	5/28/2024		40.00%
Transition and Project One Time	5/28/2024		30.00%
Hardware & Software	5/28/2024		20.00%
<b>TDS</b>			
Internet, TV, Voice	6/17/2024		9.00%
<b>TEC Integration (3CX)</b>			
3CX Hardware, Software labor and Service and labor and Service and Licensing & Licensing	5/30/2024		12.00%
<b>TechMD</b>			
Secure IT products	5/29/2024		20.00%
Managed Services	5/29/2024		5.00%
<b>Teneo.ai</b>			
Teneo Pro, Enterprise and Enterprise Pro License Referral	10/24/2024		10.00%
Teneo Pro, Enterprise and Enterprise Pro Consumption Referral	10/24/2024		5.00%
<b>TekSecure</b>		<b>fka RealCom Solutions</b>	
Monthly Recurring Revenue	5/30/2024		25.00%
Third Party Monthly Recurring Revenue: Guest Room Entertainment, Free to Guest, High Speed Internet, Associate Alert	5/30/2024		25.00%
Third Party Non-recurring revenue: Guest Room Entertainment, Free to Guest, High Speed Internet, Associate Alert (One-time payment)	5/30/2024		25.00%
Executed Maintenance/Service Agreements	5/30/2024	(36-month term)	25.00%
Executed Maintenance/Service Agreements	5/30/2024	(24-month term)	20.00%
Executed Maintenance/Service Agreements	5/30/2024	(12-month term)	18.00%
Hardware: standard pricing (One-time payment)	5/30/2024		5.00%
<b>TeleBright Software</b>			
Line Tests	5/29/2024		30.00%
ManageRight-Landline, Wireless, Energy	5/29/2024		20.00%
PayRight	5/29/2024		15.00%
<b>Telefonica</b>			
Cloud, Managed Security, Colocation, IP Voice, Connectivity	5/29/2024		15.00%
<b>Telehouse</b>			
Datacenter	5/29/2024		10.00%
<b>Teleira/Telecom Recovery</b>			
CRS Basic, Add'l Call Capacity/Access Numbers/Locations, Enhanced Call Routing, VoiceCast Notif System, Emergency Information Line, Set up and Training, Add'l Full Scale Tests	6/10/2024		24.00%
<b>Telemitra Inc</b>			
Telemitra Direct Services (In House Team) , Telemitra Indirect Services (3rd Party)	5/28/2024		15.00%
<b>Telesystem</b>			

Voice: Traditional Voice, Hosted PBX, UCaaS			
Data			
Handsets/CPE			
Resale Coax/Telesystem Video Conferencing			
<b>TelgentIP</b>			
All services	5/31/2024		20.00%
<b>Teligistics</b>			
Setup and Project Fees	6/3/2024	Telibid, TEAM EMM+	10.00%
Contingency Fees	6/3/2024	Telibid, TEAM EMM+	5.00%
<b>Tellenium</b>			
Access to TIMS SaaS Software			
Inventory Management Services			
Invoice Management and Payment			
Audit & Optimization Services			
MACS Management and Help Desk	6/3/2024		
Mobility Management Services			
AP Systems File Management			
HR Systems File Management			17.00%
<b>Telnet</b>			
New, Renewals	6/3/2024		20.00%
Equipment Purchases	6/3/2024		20.00%
Usage	6/3/2024		15.00%
<b>Telnyx</b>			
SMS/ Messaging	1/15/2026		10.00%
SIP Trunking and Other	1/15/2026		14.00%
Call Control, Voice AI	1/15/2026		18.00%
<b>Telstra</b>			
On-Net	6/3/2024		20.00%
Off-Net - Lower than list	6/3/2024		5.00%
<b>Tel-Synergy Network</b>			
Internet broadband, Analog Telephony, Fiber internet, SIP trunking, UCaaS, CCaaS	7/10/2024		15.00%
Mobility	7/10/2024		8.00%
<b>TeraGO</b>			
All services	6/3/2024		17.00%
<b>The Conference Group</b>			
Buy Rates	6/4/2024	Please send inquiry to your Channel Manager	Complex
<b>The Davinci Group</b>			
Telecommunications Audit & Recovery	6/4/2024	30% base, please send inquiry to your Channel Manager	Complex
Wireless Optimization	6/4/2024	20% base, please send inquiry to your Channel Manager	Complex
Professional Service Fees	6/4/2024	20% base, please send inquiry to your Channel Manager	Complex
<b>Thrive Networks</b>			
Managed Firewall & Cybersecurity, Cloud, Application Management, Disaster Recovery & Business Continuity.	6/5/2024	New Customers	22.00%
All other Recurring Services (including Networking and Compliance Management)	6/5/2024	New Customers and Renewals	18.00%
Managed Firewall & Cybersecurity, Cloud, Application Management, Disaster Recovery & Business Continuity.	6/5/2024	Renewals	18.00%
Helpdesk Services / End User Support	6/5/2024	New Customers and Renewals	12.00%
MS Collaboration Services – management and recurring services (minimum 2-year term)	6/5/2024	New Customers and Renewals	10.00%
One-time Projects for: MS Collaboration Services: Office 365 Strategy Roadmaps, Cloud Governance Analysis and Planning, Security Planning and Support, O365 Migrations, Microsoft Teams Collaboration Solutions, Integrations and SPFx Custom Development, Intranets and Portal Solutions built on SharePoint, Business Process Automation using Power Apps and Flow, Power BI Reporting solutions (One-time commission payments)	6/5/2024	New Customers and Renewals	10.00%
Assessment Services - Includes Network Health Assessments, Cloud Readiness Assessments and Security Assessments. (One time commission)	6/5/2024	New Customers and Renewals	8.00%
Microsoft Office 365 Licenses Microsoft Azure Subscriptions	6/5/2024	New Customers and Renewals	3.00%

<b>Thryv, Inc</b>		<b>fka Vivial</b>	
Vivial Services	6/5/2024		25.00%
<b>Tierpoint</b>			
IT & Datacenter Solutions	4/30/2024		18.00%
Microsoft Azure, Electrical Power	4/30/2024		15.00%
Stand alone 3rd Party, Software Licensing, Professional Services	4/30/2024		10.00%
Microsoft O365	4/30/2024		8.00%
VMware Software Licensing	4/30/2024	For new or existing referral customers that elect a 3-year term commitment	8.00%
<b>TierZero</b>			
T-1, T-3, MPLS, Ethernet, Server Colocation, Hosted PBX, VoIP, SIP	6/20/2024		15.00%
<b>TNS - Transaction Network Services Inc.</b>			
Soutions		<i>Additional 2% of commissionable revenue collected by Company from each Customer</i>	8.00%
<b>Touchtone</b>			
Voice, Data & VoIP	6/6/2024	Please send inquiry to your Channel Manager	Complex
<b>Towerstream</b>			
Fixed Wireless	6/5/2024		25.00%
<b>TPx (TelePacific)</b>			
UCx and MSx WAN/Firewall/Endpoints/Backups (formerly ITx)	6/18/2024		25.00%
UCx Smartvoice, Virtual Fax, MSx DataCenter	6/18/2024		22.00%
Access/Internet/OneNet/Business Lines/Toll Free sold before 4/1/2021	6/18/2024		22.00%
MSx Office 365 and Inbox Detection & Response, HSIA sold before 4/1/2021	6/18/2024		12.00%
HSIA and Access sold after 4/1/2021	10/8/2024		18.00%
Private Line, Cellular Wireless, Datacenters	7/10/2024		10.00%
Business Internet	7/10/2024		18.00%
Inbox Detection & Response, Microsoft Office 365	7/10/2024		12.00%
<b>Tune LLC</b>			
Tune Commercial T7 Filter, Item # 31401	6/5/2024		20.00%
Tune Commercial Lite Filter, Item # L31401			
Project Pricing	6/5/2024		20.00%
Recurring contract/Lease Method	6/5/2024		20.00%
<b>UJet</b>			
CCaaS License	6/6/2024		20.00%
CCaaS Useage	6/6/2024		10.00%
<b>ULAP</b>			
Connectivity, UCaaS, CCaaS, CPaaS, Managed Services	6/6/2024		15.00%
<b>Uniti Fiber (fka Windstream)</b>			
Voice and Network	6/6/2024		20.00%
<b>US Signal</b>			
New Services & Cloud and Additional Services	6/14/2024		16.00%
Renewals for new fIRM orders under Agreement	6/14/2024		16.00%
Renewals Network Services and Cloud and Additional Services Revenue Level	6/14/2024		6.00%
<b>Valicom Corp</b>			
Telecom Expense Management	6/11/2024		15.00%
<b>VCom Solutions</b>			
Software & Managed Services	11/8/2024	Telecom and Lifecycle Management	Complex
<b>Verizon Telecom</b>			
Medium Business - Mid Market New Order / Renewal of tagged	8/8/2024		20.00%
Medium Business - Renewals (non-tagged BAN)	8/8/2024		10.00%
Enterprise New Order / Renewal of tagged	8/8/2024		18.00%
Public Sector - New Order / Renewal of tagged	8/8/2024		18.00%
Public Sector Renewals non-tagged BAN	8/8/2024		8.00%
<b>Verizon Wireless</b>			
<b>Mobility One-Time Payout on activations</b>	7/26/2024		Complex
<b>Verve</b>		<b>fka Nexogy</b>	
Hosted VoIP / SIP Trunks (for former Nexogy customers)	6/4/2024		26.00%
Voice Services (for former Verve customers)	6/4/2024		24.00%
Data, Circuits & Bandwidth (for former Nexogy customers)	6/4/2024		20.00%
Circuit and Bandwidth Services (for former Verve customers)	6/4/2024		18.00%

<b>Vested Networks</b>			
VOIP, Security, Equipment, Cabling	6/11/2024		25.00%
<b>Vigilant Technology Solutions</b>			
Professional Services	6/12/2024		20.00%
<b>Visibility One</b>			
New Client Subscription	6/12/2024		30.00%
<b>vMox</b>			
Wireless/Mobility management	6/12/2024		20.00%
<b>Vodafone</b>			
Dedicated Internet Access, IPVPN, Dedicated Ethernet, Ethernet Wireline, Global Internet, SD-WAN, Cloud Connect	6/12/2024		15.00%
VGE Red Mobility (UK, Spain & Germany)	2/25/2025		15.00%
VGE Device Lifecycle Management (Managed Service Only - Europe & USA - subject to where available)	2/25/2025		15.00%
Global Managed IoT Connectivity (Global Subject to where available)	2/25/2025		15.00%
Global SIP-Trunking (Global Subject to where available)	2/25/2025		10.00%
Zscaler (Global Subject to where available)	2/25/2025		7.00%
<b>Voe Networks</b>			
All Services	10/1/2025		20.00%
<b>Voiped Telecom</b>			
Voice Services	6/18/2024		30.00%
Broadband	6/18/2024		20.00%
DIA	6/18/2024		18.00%
<b>Vonage</b>			
UCaaS, CCaaS	5/2/2024		24.00%
Monthly Recurring Net Charges	5/30/2024	Maintains at least one hundred thousand dollars	24.00%
Monthly Recurring Net Charges	5/30/2024	First ninety nine thousand nine hundred ninety nine dollars and 99/100	23.00%
Vonage API CPaaS	5/30/2024		7.00%
<b>WAN Dynamics</b>			
SD-Wan and SASE	6/18/2024		25.00%
<b>Weave</b>			
All Services	8/22/2025		20.00%
<b>Wenable</b>			
weGuard (UEM/EMM/MDM)	3/25/2025		25.00%
weDaaS (Tablet Solution > Device as a Service > 8" Android Enterprise Tablet, 1GB Dual Sim (AT&T + T-Mobile), WeGuard)	3/25/2025		20.00%
<b>Wilne</b>			
Internet and Network	6/18/2024		15.00%
<b>WiredIQ</b>			
SD-Wan UCaaS IoT (for term of 60 months or more)	6/18/2024		26.00%
SD-Wan UCaaS IoT (for term of 48 months or more but less than 60 months)	6/18/2024		25.00%
SD-Wan UCaaS IoT (for term of 36 months or more but less than 48 months)	6/18/2024		24.00%
SD-Wan UCaaS IoT (for term of less than 36 months)	6/18/2024		21.00%
<b>Wireless Watchdogs</b>			
Wireless Expense Management	6/18/2024		20.00%
Mobile Device Management – Managed Services	6/18/2024		15.00%
Mobile Device Kitting and Staging Services	6/18/2024		12.00%
<b>WOW! Business</b>			
Cable Internet, COAX Broadband, Business Lines, Video, DIA, PRI/SIP Trunks, Hosted Voice, Ethernet, Data Backup, VMDR and IaaS	9/24/2024		20.00%
<b>Wowrack</b>			
Colocation Services, Private Cloud, Public Cloud, Managed Services + Support, DR, Storage, Hosted Exchange and Corporate Cloud Products	6/18/2024		15.00%
<b>WrightCore</b>			
Managed Services	6/24/2024		20.00%
Professional Services	6/24/2024		15.00%
<b>Xaqt, Inc.</b>			

SaaS	5/2/2024	Includes all recurring commissionable revenue for Xaqt products only, ie. Cognitive Experience Cloud, Analytics Portals, Workforce Management, or other products that may be released from time-to-time)	20.00%
Agents-as-a-Service	5/2/2024	Commissions are paid on the established Base Agent Rate (i.e., per billable hour, per minute, per call, or other methods as to be determined). The Base Rate is defined as the minimum billing increment and rate for each agent provided service. Billing rates that exceed the base rate for enhanced agent services, such as for Bilingual Agents or higher skilled Agents, shall be commissioned at the effective Base Rate	5.00%
Recurring Services	5/2/2024	Any recurring non-software services, such as Workforce Management as a Service	5.00%
One Time Set up, NRC	5/2/2024		5.00%
<b>Xpanse</b>			
Voice and Managed Services	8/13/2024		22.00%
Connectivity Services	8/13/2024		20.00%
<b>Xsi-Xsnet</b>			
Hardware Maintenance	6/24/2024		30.00%
<b>Xtel</b>			
Security, Voice, Dedicated Internet Access (DIA)	9/29/2025		20.00%
Product: Rental of SIP / IP Phones, Rental of Network Hardware	9/29/2025		10.00%
Wide Area Networks (WAN), Hardware	9/29/2025		5.00%
<b>XCITIUM</b>			
All recurring solutions and services, including initial professional services cost	8/22/2024		25.00%
One-time services (e.g., Incident Response Breach Services)	8/22/2024		10.00%
<b>Xtium</b>		<b>fka Evolve IP &amp; ATSG</b>	
All Core Services - Teams Voice, Webex Voice, UCaaS, CCaaS, DaaS, IaaS, DRaaS & Security Services - MDR, XDR, EDR	3/17/2025		20.00%
Managed Network Services (MNS) & Enterprise Help Desk / On-Site Field Services / Remote Depot Services	3/17/2025		14.00%
Advisory and Assessment Services (Penetration Testing / Security Assessments)	3/17/2025		10.00%
All Microsoft Licensing	6/4/2024		8.00%
<b>Yellow.ai</b>			
AI	5/1/2024		20.00%
<b>YES Energy</b>			
Choice Program	6/24/2024		50.00%
<b>YourSix</b>			
Monthly Recurring	6/24/2024		20.00%
Viral Sign Pre-Symptomatic Screening	6/24/2024		15.00%
Non-Recurring	6/24/2024		5.00%
<b>Zayo</b>		<b>fka QOS Networking, AllStream</b>	
All products	6/6/2024	Older orders (eligible to receive 22% upon renewal)	22.00%
Managed <sup>1</sup> account base on all active services with 10% being eligible at time of renewal.	6/6/2024		3.00%
Allstream			ICB
<b>Zenlayer</b>			
Clouse, Security, Managed Services Colo, Data Center	6/24/2024		15.00%
<b>Zentility</b>			
All Services	6/24/2024	Please send inquiry to your Channel Manager	Complex
<b>Ziply Fiber</b>			
Connectivity: Access & Transport services including DSL, Wi-Fi, Ethernet, Private Line ("EPL"), Dedicated Ethernet Internet, Access ("EIA"), Ethernet Virtual Private Line ("EVPL") ELAN Services, DS1-DS3, Voice Services	6/24/2024		18.00%
Wavelengths & Dark Fiber	6/24/2024	TBD % of MRC - Requires advance approval in writing to qualify. Please send inquiry to your Channel Manager	ICB

Zoom			
Zoom Phone/Zoom United	5/2/2024		23.00%
Zoom Rooms	5/2/2024		16.00%
Zoom Meetings	5/2/2024		16.00%
Month to Month	5/2/2024		13.00%
Partner Assisted	5/2/2024		10.00%
Zoom Education Licenses	5/2/2024		5.00%
ICB and discounted products	5/2/2024	Please send inquiry to your Channel Manager	Complex