



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
11:11 Systems		fka Green Cloud/iland/Sungard	
Cloud Services	5/7/2024		20.00%
Connectivity Services & Security Services	5/7/2024		18.00%
123 Net			
Prime	5/16/2024		20.00%
Wireless Wimax, All other products	5/16/2024		15.00%
Prime: 1 YR - 120% Upfront and Residual Combo	5/16/2024		9.00%
Prime: 3 YR - 320% Upfront and Residual Combo	5/16/2024		9.00%
Wireless Wimax: 220% Upfront and Residual Combo	5/16/2024		9.00%
All Other Products: 1 YR - 120% Upfront and Residual Combo	5/16/2024		9.00%
All Other Products: 2 YR - 220% Upfront and Residual Combo	5/16/2024		9.00%
All Other Products: 3 YR - 320% Upfront and Residual Combo	5/16/2024		9.00%
Renewals - 1X MRC UPFRONT (only when original order was Upfront Combo)	5/16/2024		9.00%
1547 Critical Systems Realty			
Colocation, Managed Services, IaaS, PaaS and SaaS	5/16/2024		15.00%
365 Data Centers			
Cloud, Colocation, Managed Services & Network	5/16/2024		15.00%
3CX (TEC)			
3CX Hardware, Software labor and Service and labor and Service and Licensing & Licensing	5/16/2024		12.00%
8x8		fka Fuze	
SellBy8 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 customer term & renewal terms	10.00%
UCaaS (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 customer term & renewal terms	25.00%
CCaaS (X Series - X6, X Series - X6 Bundled, X Series - X7, X Series - X7 Bundled, X Series - X8, X Series - X8 Bundled & CCaaS Add-ons (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%
UCaaS (X Series - X2, X Series - X3, X Series - X4, X Series X2 - Ireland, X Series - Lobby, X Series - X1, X Series - X1 Metered, X Series - 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%
CPaaS 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%
Intelligent Customer Assistant - 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%

Verint - 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%
911inform			
All Services	5/16/2024		28.00%
Abundant lot			
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
ACC Business			
Voice & Data	4/26/2024		20.00%
Accel Net			
Internet, VoIP	6/3/2024		18.00%
Accent			
Voice Cloud Feature License, Voice, SD-Wan	5/17/2024	Please send inquiry to your Channel Manager	Complex
Access One Inc.			
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%
Accucode			
Deployment Services, Stage, kit and configure	8/22/2025		5.00%
4Work	8/22/2025		10.00%
ACD Net			
1 YR - 1X MRR Upfront and Residual Combo	5/16/2024		8.00%
2 YR - 2X MRR Upfront and Residual Combo	5/16/2024		8.00%
3 YR - 3X MRR Upfront and Residual Combo	5/16/2024		8.00%
Ada			
All services	8/18/2025		15.00%
Advantix			
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%
Affirma			
All Services	5/16/2024		15.00%
AirCall			
Cloud Contact Center	5/16/2024		25.00%
AireSpring			

All Services, Port: Based on Level 3 pricing	5/3/2024		20.00%
Loop: Based on Level 3 pricing	5/3/2024		10.00%
Airtel			
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
Alaska Communications			
All Services	5/16/2024		15.00%
Allegiance Merchant Services			
Professional Services	8/9/2024		20.00%
Altafiber (Cincinnati Bell)			
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%
Altaworx			
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%
Alvaria			
Alvaria CX, Alvaria Workforce Engagement Management	9/26/2024		20.00%
American Cyber Security Management			
Security Assessments		Please send inquiry to your Channel Manager	ICB
American Tower			
Colocation, Connectivity, Remote Hands, Field Services, Cross-Connects	5/8/2024		18.00%
AMI Strategies			
temNOW, utilityNOW, mobilityNOW, MDM Licensing, RaaS, Device Sourcing	5/16/2024		20.00%
Professional Services	5/16/2024		12.00%
ANDX			
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%
Anexia			
All Services	5/16/2024		15.00%
Anywhere365			
All Services	10/8/2025		25.00%
Apeiron			
Sip, Mobility,Network,Messaging	6/3/2024		15.00%
AppDirect			
AppDirect Managed NOC Services	7/18/2024		23.00%
AppDirect Advisor Storefront			
Advisor Storefront Services	11/13/2024	1 time 15% comm based on annual commit (NRCs are non-commissionable)	15.00%
AppDirect Marketplace			
AppDirect Marketplace Services	11/13/2024	1 time 15% comm based on annual commit (NRCs are non-commissionable)	15.00%
AppGate			
Software Designed Perimeter	6/3/2024		17.00%
AppTech Corp			
Merchant Services-CC Processing;Payment Aggregator	5/16/2024		20.00%
APX Net			
DIA, P2P, WAN	4/29/2024		20.00%
Broadband	4/29/2024		12.00%
Arelion formerly Telia Carrier			
Network On-Net	6/7/2024		18.00%

Network Off-net	10/21/2024		15.00%
Armor Defence			
Professional Services, Armor MDR, Armor Cloud	5/16/2024		20.00%
Armor Point			
Security Solutions	5/20/2024		20.00%
ArtCom Communications			
Cabling & Surveillance Cameras	5/20/2024		15.00%
Arvig			
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%
Aryaka			
Cloud, SD-Wan	4/29/2024		20.00%
SASE - SmartSecure NGFW-SWG1	4/29/2024		18.00%
Ascend Technologies			
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%
Astound Business Solutions			
Enterprise level orders			20.00%
Coax/ SMB orders Internet, Colocation, UCaaS ,Ethernet	7/31/2024		16.00%
AT&T			
Wireless - ON INVOICE (paid on billings)	11/14/2025	Please send inquiry to your Channel Manager	Complex
Wireline	4/26/2024		20.00%
Atlantech Online			
Internet Private Line Transport Voice	5/22/2024		20.00%
DataCenter	5/22/2024		10.00%
Atlas Network			
Cloud, Managed Services	5/22/2024		20.00%
Avaya			
UCaaS, CCaaS, CPaaS	5/22/2024		24.00%
BCE Nexxia			
Bell Canada Wholesale	5/22/2024		7.00%
BCMOne			
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%
BCN			
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%
Beanfield Technologies Inc.			
All Services	1/29/2025		15.00%
Bell Canada			
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
Bigleaf Networks			
SD-WAN	4/29/2024		20.00%
BLM Technologies dba Teksetra			
Software Licenses			50.00%
Hardware & Service			15.00%
Bluebird Network LLC			
Fiber & Datacenter Solutions	5/22/2024		15.00%
Blue Mantis		fka Green Pages	
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%
BlulP			
Cloud, UCaaS, CCaaS	5/22/2024		20.00%
BOX Broker Online Exchange			
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
Brainscale			
Migration, Virtual Desktop, BCDR	5/22/2024		10.00%
Azure Cloud	5/22/2024		5.00%
Breezeline		fka Atlantic Broadband	
All Products	6/20/2024		18.00%
Brightfin			
Mobility & Wireless	5/23/2024		20.00%
Fixed/Cloud	5/23/2024		15.00%
BrightSpeed			
OnNet Services	4/29/2024		17.00%
OffNet Services	4/29/2024		11.00%
Broadsmart/OOMA			
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%
Broadvoice			
Voice	6/20/2024		30.00%
GoContact	6/20/2024		25.00%
Data	6/20/2024		15.00%
CXHub	10/31/2024		6.00%
Building IQ			
Building Energy and Operating Intelligence	5/23/2024		15.00%
Calero - MDSL			
Expense Management	6/20/2024		20.00%
CallTower		fka OneStream Networks	

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%
CATO			
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%
CBTS			
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	9/13/2024		15.00%
Managed Security Services (such as EDR, MDR, XDR, SOC), Managed Microsoft 366 Backup, Infrastructure as-a-Service (VDC)	9/13/2024		4.00%
Professional Services	9/13/2024		3.00%
Staff Augmentation	9/13/2024		1.00%
Product Resale of Hardware or Software, Direct Placement, Azure Cloud Consumption, AWS Cloud Consumption	9/13/2024		
CCI Network Services			
All Services	6/21/2024		22.00%
CD Network			
Content delivery	5/23/2024		10.00%
CDS Global Cloud			
International	5/22/2024		18.00%
Celito			
Telecom and Network	5/24/2024		15.00%
CentricsIT			
Professional Services	5/24/2024		10.00%
White Label	5/24/2024		5.00%
China Mobile			
mCloud, Connectivity, Data Center, IoT, and ICT	4/1/2025		15.00%
China Telecom			
International	5/24/2024		15.00%
Cirion Technologies			
On Net Services		LATAM Spinoff from Lumen	15.00%
Off Net Services		LATAM Spinoff from Lumen	12.60%

Claro Enterprise Solutions			
International			17.00%
Clickpoint Software			
Software	5/24/2024		20.00%
Cloud South			
Aggregate Services	5/27/2024		15.00%
Aggregate Rental	5/27/2024		10.00%
Cloudli			
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%
Cloudflare			
Off of net ACV	8/7/2025		10.00%
CMG (iTEMize)			
Telecom Expense Management	9/6/2024		20.00%
Coeo Solutions, LLC			
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
Cologix			
All Services	6/21/2024		15.00%
Colotraq			
Colocation	5/8/2024		90.00%
Colt			
International	4/29/2024		18.00%
Comcast		fka Masergy	
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%
Comm-Core			
Security, Internet, Voice	4/29/2024		25.00%
CommandLink			
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%
Convergia			
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%
CPI Communications			
SD WAN, UCaaS and Hybrid Services	4/29/2024		24.00%
Shoretel Cap Ex and Shoretel Maintenance Services	4/29/2024		10.00%
Coresite		fka DataSite	
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%
Coretelligent			
CoreArmor	5/2/2024		15.00%
360 Support, CoreBDR and CoreCloud	5/2/2024		10.00%
Coronet Cyber Security Inc.			
CyberSecurity	5/2/2024		25.00%
Corus360			
Hardware Sales & Managed Services MRR	5/2/2024		20.00%
Professional Services - One Time	5/2/2024		10.00%
Corvid			
Security	5/2/2024		22.00%
CTL		fka 3R Technology	

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%
Cox		fka Logicworks	
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%
Crexendo			
Monthly residual commissionable revenue			28.00%
one-time coomissionable revenue			20.00%
Crown Castle		fka VergX	
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
Csquare			
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%
Cyber Crucible, Inc.			
Ransomware Software	5/2/2024		30.00%
Cyber Defense Group			
All Services, Cybersecurity Services	5/9/2024		10.00%
CyberReef			
MobileWall Services	5/9/2024		20.00%
MobileWall Express	5/9/2024		10.00%
CyberMaxx		fka Cybersafe Solutions	
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%
CYRISMA			
Cybersecurity SaaS solutions	5/9/2024		20.00%
CyrusOne			
Colocation	5/9/2024		15.00%
DartPoints			
Colocation, Internet Access, Monitoring and management services, Backup/storage services, Cloud/virtual services, Qualified Vendor Partner Services, Managed Service	8/19/2024		18.00%
Dastor LLC			
Colocation	9/26/2024		20.00%
Cloud/BU/DR/Storage	9/26/2024		17.00%
Data Canopy			
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%
Databank			
Retail Colocation, IaaS and Managed Hosting	4/30/2024		15.00%
Wholesale Colocation	4/30/2024		6.00%
Datablaze			
Machine-Machine, IOT, Network, Usage	5/24/2024		15.00%
DataTel			
Voice, Data, Internet, Conferencing UCaaS, Mobile	4/21/2024	Please send inquiry to your Channel Manager	Complex
Datavalet			

Managed Services & Proprietary Software	4/21/2024		20.00%
Professional Services – Category 2 (Datacenter 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%
DC Blox		fka Infrapoint	
Colocation, Network and Cloud Services	5/2/2024		15.00%
DHD			
Maintenance Contracts	5/16/2024	DHD will pay 1/3 of the commission on annual basis. Commission based on total contract value.	20.00%
Dialpad			
Contact Center, Dialpad Talk, Dialpad Conferencing, Dialpad Sell	3/19/2025		25.00%
Digital Fortress			
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%
Digital Realty		fka Interxion	
Data Center Services & Colocation - New Business	5/2/2024		15.00%
Data Center Services & Colocation - Renewal	5/2/2024		10.00%
DIRECTV for Business			
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%
Dizzion			
Desktop as a Service	5/23/2024		18.00%
Dobson Fiber			
On-Net Services & Hosted Voice	5/23/2024		20.00%
Off-Net Services	5/23/2024		10.00%
Documo			
Cloud Fax Services	8/5/2024		25.00%
DR Fortress			
Colocation & Connectivity Services	5/23/2024		12.00%
Dynalink			
Non Mobile Services	6/17/2024		18.00%
Mobile/Wireless Services	4/8/2025		15.00%
Dyopath			
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%
E2 Optics			
IT Solutions	5/27/2024	Please send inquiry to your Channel Manager	ICB
EarthLink Business			
All services	9/23/2025		20.00%
One-time temp events	9/23/2025		15.00%
Easton Telecom Services LLC			
Long Distance, Network	6/17/2024	Please send inquiry to your Channel Manager	Complex
EasyNet			
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%
eCloud Managed Solutions			
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%
EdgeConnex			
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%

Edify			
CCaaS, UCaaS, CPaaS	5/24/2024		24.00%
Effectual			
Managed Services, Professional Services	5/24/2024		15.00%
AWS Cloud Usage	5/24/2024		2.00%
Effortless Office			
Effortless Office, Hosted Exchange, Wireless	5/24/2024		20.00%
Element Critical			
Data Center Solutions, Professional Services, and Cloud Services	5/24/2024		15.00%
EnergyWare			
Solar	5/3/2024		3.00%
EnTelegent			
Data Services, Voice Services, Managed Solutions & Hosted Solutions	5/3/2024	Please send inquiry to your Channel Manager	Complex
Epic IO			
Connectivity: Satellite, Broadband & Mobility	5/3/2024		18.00%
eSentire			
CyberSecurity	5/3/2024		20.00%
ETS USA			
Wifi Services	5/8/2024		12.00%
euNetworks			
European Network	6/3/2024		15.00%
Everstream			
All Connectivity Products	6/4/2024		18.00%
Evocative		fka INAP datacenters, VPLS, Cyberverse	
Colocation, Connectivity, Data Center	6/4/2024		15.00%
Excel Conferencing			
Switched, Dedicated, Data, IP	6/13/2024		20.00%
Expedient			
Cloud, Colocation, Managed Services	6/4/2024		20.00%
Expereo			
Global Services & SD-WAN Management	6/12/2024		20.00%
SD-WAN Devices and Licenses	6/12/2024		7.00%
Extenet			
Internet - Data	6/12/2024		18.00%
Fatbeam			
Fiber Connectivity	6/12/2024		20.00%
FatPipe			
SD-WAN	6/12/2024		20.00%
Fiberlight			
Connectivity	6/12/2024		20.00%
Fidium		fka Consolidated Communications	
On-Net Services	7/10/2024		22.00%
Off-Net Services	7/10/2024		12.00%
Field Staffing Solutions			
Staffing, Recruiting, Resume & Training	6/12/2024		20.00%
Figure 8 OnSite			
IT Asset Decommission & IT Solutions	5/16/2024		15.00%
First Communications			
All Products	6/12/2024		20.00%
FirstLight Fiber			
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%
Five9			
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%
Flexential			
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%
FluentStream			
Hosted Seat Licenses, SIP Trunks	9/26/2024		20.00%
ForgeOS		fka Ten4	
Internet, Voice	6/3/2024		18.00%
Frontier Communications Solutions			
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
Fusion Connect			
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%
Genesys Cloud Services, Inc			
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%
GeoLinks		fka California Internet	
Internet	5/27/2024		22.00%
GlobalIQ			
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%
GoExceed			
Mobil(x) WEM	5/27/2024		20.00%
GoTo		fka LogMeIn	
Collaboration	3/20/2025		24.00%
Granite		fka Epik	
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%
GRMS			
Managed Wireless Services	5/16/2024		30.00%
Professional Services	5/16/2024		15.00%
Vendor Screening Service	5/16/2024		3.00%
GSI Technology			
Computing & Products	4/24/2024		10.00%
GTT			
International, VoIP/SIP, 4G Wireless, Data, Internet	5/7/2024		20.00%
H5 Data Centers			
Datacenter Solutions	4/29/2024		15.00%
Halo Global			
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%
Harbor IT, LLC		fka Harborshield Cybersecurity	
Cybersecurity Services	5/16/2024		20.00%

Hivelocity, Inc			
Bare Metal Ded. Servers & Private Clouds; BareMetalaaS			20.00%
HTG360			
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%
Hughes Network Systems			
Wireless Data, Connectivity	5/16/2024	fka HughesNet	18.00%
Huntress Labs			
Managed Services	5/19/2024		20.00%
Managed Services White Lable Override Commission	5/19/2024		5.00%
Hurricane Electric			
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%
Hyperion			
Hyperion Supplier Commission Revenue Share Pass	5/22/2024		65.00%
Equipment, Kitting	5/22/2024		10.00%
IBM			
Cloud Services - 1st Year	5/22/2024	Please send inquiry to your Channel Manager	Complex
ImagIT Solutions			
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%
InflectionCX			
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%
InflowCX			
CCaaS SME & Consulting; CC Transformation	5/22/2024		20.00%
All Other Services	5/22/2024		14.00%
Infobip			
VoIP Services including BYOC, SIP Trunking, DID's, 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, Broadband 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
Inky			
Anti-Phishing Software, managed Security & SECaaS	5/22/2024		18.00%
Innovation Network Design			
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%

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

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

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%
MetroNet			
Internet, HPBX, Fiber Wan	5/29/2024	Please send inquiry to your Channel Manager	Complex
MetTel			
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
MHO Networks			
Wireless Internet / Microwave	10/10/2024		15.00%
MiCamp			
All Services	4/4/2025		25.00%
Microspace			
Wireless Internet	5/29/2024		15.00%
Wholesale	5/29/2024		5.00%
Mitel			
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%
MME Solutions			
Billing Buddy Telecom Expense Management	5/29/2024		17.50%
Mobilsense Technologies			
Enterprise Monitor	5/29/2024		33.00%
Data Manager	5/29/2024		33.00%
Enterprise Monitor & Helpdesk	5/29/2024		26.50%
Mobile Sage			
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%
MOD Mission Critical			
Datacenter Solutions	5/29/2024		10.00%
Modas Systems			
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
Momentum		fka G12 Communications	
VoIP and Sip	6/11/2024		24.00%
Broadband and Fiber	6/11/2024		15.00%
Mosaic Networx			
SD-Wan	6/6/2024		20.00%
Voice Services	6/6/2024		20.00%
Motus			
WA Services	10/11/2024		18.00%
Third Party Products & Services	10/11/2024		9.00%
Natural Wireless			

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%
NEC			
Local Lines	6/6/2024		26.00%
Net2Phone			
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%
NetCarrier			
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%
Netfor			
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%
Netfortris / Sangoma			
Security, UCaaS, Voice			28.00%
Connectivity			22.00%
Netrality Properties			
Interconnection, Retail Colocation, Wholesale Data Center Solutions, Office and Retail Storage, Technical Support	6/12/2024		15.00%
Success Computer		fka Netrio	
Enterprise Support Plus (ESP) IT Managed Services Network Operations Center as a Service (NOCaaS) 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%
NOCaaS (White Label)	6/12/2024		6.00%
Wholesale / White Label Override Referral	6/12/2024		6.00%
NetWolves			
Managed Services Security Core	10/21/2024		10.00%
Managed Services Security Advanced, Enterprise, Dark Web Scan, Keystroke Encryption, SIEM	10/21/2024		20.00%
Managed Services SDWAN core	10/21/2024		10.00%
Managed Services SDWAN Complete, Advanced, Enterprise	10/21/2024		20.00%
Managed Services Management Basic	10/21/2024		10.00%
Managed Services Management Advanced, Enterprise	10/21/2024		20.00%
Managed Services Monitoring Silver	10/21/2024		10.00%
Managed Services Monitoring Gold	10/21/2024		15.00%
Managed Services Monitoring Platinum and AwareNACS	10/21/2024		20.00%
Connectivity Broadband Wholesale Domestic: Cable, DSL & FIOs	10/21/2024		15.00%
Connectivity Broadband Wholesale International: Cable & DSL	10/21/2024		10.00%
Connectivity Ethernet/Fiber: Domestic & International	10/21/2024		17.00%

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

Ontava 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%
Nextiva			
Hosted VoIP / SIP Trunks	5/28/2024		27.50%
UCaaS	7/8/2024		25.00%
CCaaS	7/8/2024		25.00%
NICE CXONE		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%
Nitel		fka HypercoreNetworks	
All Products			18.00%
Ntegrated Consulting			
Managed Services	6/19/2024		20.00%
Ntirety			
Managed Cloud			15.00%
NTT Data			
DIA & Private Lines			15.00%
NuTech Logix			
Cybersecurity	5/24/2024		40.00%
NuWave			
SIP trunk package services, Teams calling plan and UCaaS	5/23/2024		20.00%
NWN Carousel			
Carrier Services - Residuals, Ring Central	5/29/2024		90.00%
Carousel Portfolio - All Other	5/29/2024		17.00%
OBS (Online Business Systems)			
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%
Observables			
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%
Observe.ai			
Post Interaction AI, Knowledge AI, Real Time AI, Summarization AI, Conversation Intelligence	7/23/2024		20.00%
Olympusat Telecom			
Satellite Services	7/15/2024	Please send inquiry to your Channel Manager	Complex
One Communications			
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%

OneNet Global		fka Ecessa	
SD-Wan	5/24/2024		15.00%
Ooma			
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%
Optimum Business		fka Altice, Lightpath	
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%
Otava, LLC			
Cloud Services	6/13/2024		12.00%
Ovation Wireless Management			
Referral Partner Commissions	7/22/2024		50.00%
P2 Broadband			
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%
PacketFabric			
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 lenght)	7/23/2024		15.00%
Palo Alto Networks			
CloudGenix Product, Prisma Access Product, Support Services & Professional Services	6/19/2024		On-Platform
PanTerra Networks			
CCaaS, UCaaS, SD-WAN, Circuits	2/24/2025	Please review latest Master Agent Amendment	Complex
Paramount Financial			
All Services	11/6/2025		25.00%
Pathwayz			
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%
PAX8			
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
PCCW / Console Connect			
Hosted PBX, MPLS VPN, T-1 Service, GIA Service, IPLC/IEPL	5/7/2024		15.00%
Peerless Communications			
Strutured Cable, Access Control	5/29/2024		6.00%
AV System Cabling	5/29/2024		5.00%
Perfect Packet			
SD-Wan	7/22/2024		25.00%
Performive			
Cloud & Managed Services	7/23/2024		18.00%
Colocation	7/23/2024		15.00%
Perimeter81			
Cloud and Network Security	7/23/2024		20.00%
Phin Security			
Security Awareness Training and Social Engineering Simulation	7/23/2024		15.00%
PhySaaS			
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%
Phoenix NAP			
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%
PHONE.COM			
UCaaS	10/10/2024		15.00%
Pilot Fiber			
Voice and Network	7/23/2024		20.00%
Pilot Services		fka Crosswind VOIP	
VoIP & Hosted PBX Solutions 3+ YR - 2X MRR	5/2/2024		20.00%
Pond Mobile (Pond IoT)			
Connectivity and Network Services via SmartSIM – 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%
Connectivity and Network Services via Traditional SIM – 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%
Connectivity and Network Services via SmartSIM – 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%
Connectivity and Network Services via Traditional SIM – 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%
Ultra-low IoT Bandwidth Connectivity and Network Services – 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%
Procurri			
Hardware resale, maintenance, decommissioning & datacenter migration	5/28/2024		15.00%
Prodoscore			
Prodoscore Licensing	4/26/2024		15.00%
Onboarding Fees	4/26/2024		15.00%
Professional Services for data integration	4/26/2024		15.00%
Profit Advisory Group			
Telecom Expense Management Audits; Expense Reduction Review Audit	4/25/2024		25.00%
Pulsar Connected LLC		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%
Punch Alert			
Safety Application	4/25/2024		20.00%
Puzzel			
Communication and information technology	4/25/2024		20.00%

Quest			
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%
Quovim C3			
Professional Services: Statement of Work / RFP's, Bank of Hours proposal, Support proposal, Staff Augmentation proposal.	4/26/2024		10.00%
RACK59			
Data Center & Business Continuity			15.00%
Managed Services, NOC Services			4.00%
Rackspace		fka Datapipe	
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%
RapidScale a Cox Business Company			
Cloud Services	5/24/2024		24.00%
Ready Networks			
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
Ready Services Group			
Cyber Security, Enterprise IT Operations and Management Services, Cloud Application Integration and Migration Services, Program Management Services	4/29/2024		15.00%
Renodis			
Telecom Consulting Sales, TEM Services, Mobility Manament Services	4/30/2024		17.00%
Resolve Tech Solutions			
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%
Retarus			
EDI Services	5/2/2024		30.00%
RingCentral			
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%
RIR Subnet Sales LLC		fka Sillicon Desert International - IPv4	
IPv4	5/13/2024		10.00%
Rise Broadband			
VoIP	7/9/2024		25.00%
Installation fee	7/9/2024		18.00%
Fixed Wireless Broadband MRC	7/9/2024		18.00%
Rogers		fka Shaw Business	
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%
RTech Solutions			
RTech plans, RTech Devices, RTech Solutions	5/6/2024		18.00%
Safety Net Access			
Voiceworx, HDTV Guest Program, HDTV Bulk	5/6/2024		15.00%
Sakon			
Professional Services	5/6/2024		15.00%
Sangoma		fka Fonality, Netfortris, VoIP Innovations, Digium, Digium Cloud Services, Star2Star	
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%
SCB Global			
Voice	5/28/2024		25.00%
Data	5/28/2024		25.00%
SMS,Hardware, FTTC, Leased Lines, Headsets	5/28/2024		10.00%
Seaborn			
Network	5/23/2024		20.00%
Segra		fka Unite Private Network	
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%
SensLynx			
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%
Serenova / Lifesize / Enghouse			
Service Fees	5/9/2024		20.00%
Third Party Products	5/9/2024		10.00%
Telephony	5/9/2024		7.00%
SIB Fixed Cost Reduction			
TEM	5/9/2024		10.00%
Wholesale/White Lable	5/9/2024		5.00%
Sierra Wireless			
Wireless Internet (Standard Rate)	5/9/2024		20.00%
Wireless Internet (Discounted Rate)	5/9/2024		15.00%
Silversky		fka Cybraics	
Nlighten Managed Security	5/9/2024		20.00%
SimpleWan			
Services	5/15/2024		27.00%
Sinch		fka Inteliquent/MessageMedia/Voyant	
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
Singlewire Software			
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%
SingTel			
Connect Plus Services	5/14/2024		15.00%
Skywire			
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%
Smart Choice Communications			
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%
Smartaira		fka LuxSpeed	
Internet, Network	5/21/2024		10.00%
Smartel Inc			
Wireless Expense Management, Managed Services, Mobile Device Management. M2M	5/16/2024		20.00%

Smartz			
Managed Services and Licensed Works	5/16/2024		25.00%
SMPL			
Voice Services & SDN	5/20/2024		27.00%
Hardware, phone and equipment	5/20/2024		10.00%
Soaring Eagle			
Managed Services	5/16/2024		20.00%
SoftwareOne			
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%
Solex			
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%
SparkPlug IP			
VOIP, SD-WAN, Wireless, Security	5/21/2024		25.00%
Spectrotel			
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
Spectrum			
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	-%
SpectrumVOIP			
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		-%
Spiralogics			
Software	5/21/2024		15.00%
Software after 60 months	5/21/2024		10.00%
Splice			
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%
Sqwaq			
Hardware (One Time)			25.00%
4G LTE Data Plans & Overages			10.00%
Steadfast			
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%
Stracos			
Implementation, Consulting, Staff Augmentation, Assessments	5/22/2024		20.00%
Stratus Networks (Access2Go)			
Data, Voice, Cloud	5/22/2024	Please send inquiry to your Channel Manager	Complex
Summit Broadband			
Data, Voice, UCaaS	5/23/2024		20.00%
Summit Hosting		fka Deft, Server Central	
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%
Sun Communications			
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%
SupraNet			
Internet, Colocation, Managed Services	5/27/2024		15.00%
Switch		fka Data Foundry	
Colocation	5/9/2024		15.00%
Symbol Security			
SaaS	5/27/2024		25.00%
SaaS Referral to Wholesale/ White label partner	5/27/2024		5.00%
T-Mobile (Sprint)			
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%
T5 DataCenters			
Data Center Services	5/28/2024		15.00%
Talkdesk			
Contact Center			20.00%
TDarx (NocDoc)			
Managed Services	5/28/2024		40.00%
Transition and Project One Time	5/28/2024		30.00%
Hardware & Software	5/28/2024		20.00%
TDS			
Internet, TV, Voice	6/17/2024		9.00%
TEC Integration (3CX)			
3CX Hardware, Software labor and Service and labor and Service and Licensing & Licensing	5/30/2024		12.00%
TechMD			
Secure IT products	5/29/2024		20.00%
Managed Services	5/29/2024		5.00%
Teneo.ai			
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%
TekSecute		fka RealCom Solutions	
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%
TeleBright Software			
Line Tests	5/29/2024		30.00%
ManageRight-Landline, Wireless, Energy	5/29/2024		20.00%
PayRight	5/29/2024		15.00%
Telefonica			
Cloud, Managed Security, Colocation, IP Voice, Connectivity	5/29/2024		15.00%
Telehouse			
Datacenter	5/29/2024		10.00%
Teleira/Telecom Recovery			
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%
Telemitra Inc			
Telemitra Direct Services (In House Team) , Telemitra Indirect Services (3rd Party)	5/28/2024		15.00%
Telesystem			

Voice: Traditional Voice, Hosted PBX, UCaaS		Applies to standard Telesystem pricing only. Nonstandard pricing will be addressed on an individual case basis. Rates effective January 1, 2022.	25.00%
Data			21.00%
Handsets/CPE			20.00%
Resale Coax/Telesystem Video Conferencing			18.00%
TeligentIP			
All services	5/31/2024		20.00%
Teligistics			
Setup and Project Fees	6/3/2024	Telibid, TEAM EMM+	10.00%
Contingency Fees	6/3/2024	Telibid, TEAM EMM+	5.00%
Tellennium			
Access to TIMS SaaS Software Inventory Management Services Invoice Management and Payment Audit & Optimization Services MACS Management and Help Desk Mobility Management Services AP Systems File Management HR Systems File Management	6/3/2024		17.00%
Telnet			
New, Renewals	6/3/2024		20.00%
Equipment Purchases	6/3/2024		20.00%
Usage	6/3/2024		15.00%
Telnyx			
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%
Telstra			
On-Net	6/3/2024		20.00%
Off-Net - Lower than list	6/3/2024		5.00%
Tel-Synergy Network			
Internet broadband, Analog Telephony, Fiber internet, SIP trunking, UCaaS, CCaaS	7/10/2024		15.00%
Mobility	7/10/2024		8.00%
TeraGO			
All services	6/3/2024		17.00%
The Conference Group			
Buy Rates	6/4/2024	Please send inquiry to your Channel Manager	Complex
The Davinci Group			
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
Thrive Networks			
Managed Firewall & Cibersecurity, 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 & Cibersecurity, 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%

Thryv, Inc		fka Vivial	
Vivial Services	6/5/2024		25.00%
Tierpoint			
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%
TierZero			
T-1, T-3, MPLS, Ethernet, Server Colocation, Hosted PBX, VoIP, SIP	6/20/2024		15.00%
TNS - Transaction Network Services Inc.			
Solutions		Additional 2% of commissionable revenue collected by Company from each Customer	8.00%
Touchtone			
Voice, Data & VoIP	6/6/2024	Please send inquiry to your Channel Manager	Complex
Towerstream			
Fixed Wireless	6/5/2024		25.00%
TPx (TelePacific)			
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%
Tune LLC			
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%
UJet			
CCaaS License	6/6/2024		20.00%
CCaaS Usage	6/6/2024		10.00%
ULAP			
Connectivity, UCaaS, CCaaS, CPaaS, Managed Services	6/6/2024		15.00%
Uniti Fiber (fka Windstream)			
Voice and Network	6/6/2024		20.00%
US Signal			
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%
Valicom Corp			
Telecom Expense Management	6/11/2024		15.00%
VCom Solutions			
Software & Managed Services	11/8/2024	Telecom and Lifecycle Management	Complex
Verizon Telecom			
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%
Verizon Wireless			
Mobility One-Time Payout on activations	7/26/2024		Complex
Verve		fka Nexogy	
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%

Vested Networks			
VOIP,Security, Equipment,Cabling	6/11/2024		25.00%
Vigilant Technology Solutions			
Professional Services	6/12/2024		20.00%
Visibility One			
New Client Subscription	6/12/2024		30.00%
vMox			
Wireless/Mobility management	6/12/2024		20.00%
Vodafone			
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%
Voe Networks			
All Services	10/1/2025		20.00%
Voiped Telecom			
Voice Services	6/18/2024		30.00%
Broadband	6/18/2024		20.00%
DIA	6/18/2024		18.00%
Vonage			
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%
WAN Dynamics			
SD-Wan and SASE	6/18/2024		25.00%
Weave			
All Services	8/22/2025		20.00%
Wenable			
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%
Wiline			
Internet and Network	6/18/2024		15.00%
WiredIQ			
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%
Wireless Watchdogs			
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%
WOW! Business			
Cable Internet, COAX Broadband, Business Lines, Video, DIA, PRI/SIP Trunks, Hosted Voice, Ethernet, Data Backup, VMDR and IaaS	9/24/2024		20.00%
Wowrack			
Colocation Services, Private Cloud, Public Cloud, Managed Services + Support, DR, Storage, Hosted Exchange and Corporate Cloud Products	6/18/2024		15.00%
WrightCore			
Managed Services	6/24/2024		20.00%
Professional Services	6/24/2024		15.00%
Xaqt, Inc.			

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%
Xpanse			
Voice and Managed Services	8/13/2024		22.00%
Connectivity Services	8/13/2024		20.00%
Xsi-Xsnet			
Hardware Maintenance	6/24/2024		30.00%
Xtel			
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%
XCITIUM			
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%
Xtium		fka Evolve IP & ATSG	
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%
Yellow.ai			
AI	5/1/2024		20.00%
YES Energy			
Choice Program	6/24/2024		50.00%
YourSix			
Monthly Recurring	6/24/2024		20.00%
Viral Sign Pre-Symptomatic Screening	6/24/2024		15.00%
Non-Recurring	6/24/2024		5.00%
Zayo		fka QOS Networking, AllStream	
All products	6/6/2024	Older orders (eligible to receive 22% upon renewal)	22.00%
Managed' account base on all active services with 10% being eligible at time of renewal.	6/6/2024		3.00%
Allstream			ICB
Zenlayer			
Clouse, Security, Managed Services Colo, Data Center	6/24/2024		15.00%
Zentility			
All Services	6/24/2024	Please send inquiry to your Channel Manager	Complex
Ziply Fiber			
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