



## Provider Mobility Rate Card

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



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



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

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

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

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



| Wireless T-Mobile                                                                                     | Gross Commissions |
|-------------------------------------------------------------------------------------------------------|-------------------|
| Partner Teaming – Control Center Activations - 48 Months                                              | 3xMRC + 10%       |
| Partner Generated – Eligible Rate Plan & Partner Facilitated – Government Rate Plan - Up to 46 Months | 4xMRC + 10%       |
| Partner Generated – HSI Rate Plan & Partner Facilitated – Government HSI Rate Plan - Up to 46 Months  | 5xMRC + 10%       |
| TFB Direct Led VAS – Eligible Rate Plan & Government Rate Plan - Up to 46 Months                      | 2xMRC + 10%       |
| TFB Direct Led Hardware/MDM – MDM Software Only                                                       | \$5.00            |
| TFB Direct Led Hardware/MDM – Equipment Only                                                          | \$20.00           |
| TFB Direct Led Hardware/MDM – Equipment & MDM                                                         | \$25.00           |
| Partner Generated ANS Opportunity & Direct Led ANS Opportunity                                        | 7%                |

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



| Wireless MetTel                                      | Gross Commissions |
|------------------------------------------------------|-------------------|
| <b>IP Business Services (On-Net BroadSoft Based)</b> |                   |
| <i>Cloud PBX</i>                                     |                   |
| Unlimited Silver License                             | 100% Upfront, 15% |
| Unlimited Gold License                               | 150% Upfront, 20% |
| TrueUC License                                       | 200% Upfront, 25% |
| Call Center Agent/Supervisor                         | 200% Upfront, 20% |
| Receptionist Basic/Advanced                          | 200% Upfront, 20% |
| <i>Features</i>                                      |                   |
| Auto Attendant - Single Tree/Multi Tree              | 200% Upfront, 20% |
| Voicemail                                            | 200% Upfront, 20% |
| Call recording                                       | 200% Upfront, 20% |
| <i>SIP Trunking</i>                                  |                   |
| Native SIP Trunking                                  | 200% Upfront, 20% |
| Digital Voice (Key system/IP Business Line)          | 200% Upfront, 20% |
| Enterprise IP Business Line                          | 200% Upfront, 20% |
| IP PRI                                               | 200% Upfront, 20% |
| IP RCF                                               | 200% Upfront, 20% |
| <i>SIP LD Minute Usage Plans</i>                     |                   |

|                                                                                 |                                    |
|---------------------------------------------------------------------------------|------------------------------------|
| 5,000, 10,000, 25,000, 50,000 or 100,000 Domestic Minutes add on                | 100% Upfront, 15%                  |
| Cloud Contact Center (CC-One service)                                           | 100% Upfront, 15%                  |
| <b>Data</b>                                                                     |                                    |
| Access & Data Services                                                          |                                    |
| Broadband (Cable/DSL/FTT/Line of Sight)                                         | 50% Upfront, 10%                   |
| All Other Access Types (T1/DS3/Fiber, etc.)                                     | 100% Upfront, 15%                  |
| SD-WAN (30MB/50MB/100MB/200MB/400MB/1GB)                                        | 100% Upfront, 20%                  |
| Cloud Connect (AWS, Microsoft Azure, Google Cloud)                              | 100% Upfront, 15%                  |
| Cloud Firewall                                                                  | 100% Upfront, 20%                  |
| Wi-Fi Analytics                                                                 | 100% Upfront, 10%                  |
| <b>Management</b>                                                               |                                    |
| Monitoring/Management                                                           |                                    |
| Router/Switch/IAD (Silver/Gold/Platinum)                                        | 100% Upfront, 20%                  |
| Prem based Firewall (Silver/Gold/Platinum)                                      | 100% Upfront, 20%                  |
| Wi-Fi (Standard/Premium)                                                        | 100% Upfront, 20%                  |
| Wi-Fi Help Desk (1-50users/51-100users/101-250users)                            | 100% Upfront, 20%                  |
| Structured Cabling Projects (One-time charges; excludes ordinary inside wiring) | 5% Upfront                         |
| <b>Mobility</b>                                                                 |                                    |
| Voice & Data                                                                    |                                    |
| Smartphone                                                                      | \$25 Upfront, 10%                  |
| Feature Phone                                                                   | 100% Upfront, 10%                  |
| Data Only                                                                       |                                    |
| Data Only – Laptop, MiFi, Tablet, M2M (AT&T, Verizon & Sprint)                  | 100% Upfront, 10%                  |
| Other Wireless Plans                                                            |                                    |
| Mobile Deploy                                                                   | 100% Upfront, 10%                  |
| Mobile Protect                                                                  | 100% Upfront, 10%                  |
| SD-M                                                                            | 100% Upfront, 10%                  |
| <b>POTS Transformation</b>                                                      |                                    |
| PiaB Service                                                                    |                                    |
| Price per Line                                                                  | 100% Upfront, 10%                  |
| Price per Device                                                                | N/A                                |
| <b>Traditional Voice (TDM)</b>                                                  |                                    |
| Month to Month or Rate Lock POTS / TDM RCF                                      | \$10 Upfront, 10% MRC + 10% Usage  |
| Discount Lock POTS / TDM RCF                                                    | \$15 Upfront, 15% MRC + 10% Usage  |
| Wholesale POTS Bundle                                                           | ICB                                |
| ISDN PRI / Digital PBX T1                                                       | \$500 Upfront, 15% MRC + 10% Usage |



| Wireless Verizon                                                                                 | Gross Commissions |
|--------------------------------------------------------------------------------------------------|-------------------|
| <b>4G Wireless Broadplan MRC \$25+ Upfront</b>                                                   | \$150.00          |
| <b>5G Business Internet Plan - Upfront</b>                                                       |                   |
| 100 Mbps                                                                                         | \$150.00          |
| 200 Mbps                                                                                         | \$150.00          |
| 400 Mbps                                                                                         | \$150.00          |
| <b>AMF (Account Maintenance Fees)</b>                                                            | 5%                |
| **New Activation and 24 months MAX                                                               |                   |
| <b>New Activations &amp; Upgrades 2 YR CA, 1 YR or M2M and Installment Contract</b>              |                   |
| \$0.01 - \$0.99 Postpay Service Monthly ALP or LLP Access Fees                                   | \$1.00            |
| \$1.00 - \$4.99 Postpay Service Monthly ALP or LLP Access Fees                                   | \$10.00           |
| \$5.00 - \$24.99 Postpay Service Monthly ALP or LLP Access Fees                                  | \$50.00           |
| \$25.00+ Postpay Service Monthly ALP or LLP Access Fees                                          | \$150.00          |
| My Biz Plan 2YR CA or Installment Contract                                                       | \$125.00          |
| My Biz Plan 1YR or Month to Month CA                                                             | \$90.00           |
| <b>New Activations &amp; Upgrades 2 YR CA, 1 YR or M2M and Installment Contract (Government)</b> |                   |
| \$0.01 - \$0.99 Postpay Service Monthly ALP or LLP Access Fees                                   | \$1.00            |
| \$1.00 - \$4.99 Postpay Service Monthly ALP or LLP Access Fees                                   | \$5.00            |
| \$5.00 - \$19.99 Postpay Service Monthly ALP or LLP Access Fees                                  | \$20.00           |
| \$20.00 - \$29.99 Postpay Service Monthly ALP or LLP Access Fees                                 | \$35.00           |
| \$30.00 - \$35.99 Postpay Service Monthly ALP or LLP Access Fees                                 | \$50.00           |
| \$36+ Postpay Service Monthly ALP or LLP Access Fees                                             | \$75.00           |
| <b>Postpay Service Activation/Upgrade Commission (3YR,2YR,M2M)</b>                               |                   |
| Enterprise Choice Unlimited Value (2YR)                                                          | \$50.00           |
| Enterprise Choice Unlimited Value (3YR)                                                          | \$100.00          |
| Enterprise Choice Unlimited Essentials (2YR)                                                     | \$50.00           |
| Enterprise Choice Unlimited Essentials (3YR)                                                     | \$100.00          |
| Enterprise Choice Unlimited Standard (2YR)                                                       | \$50.00           |

|                                                                                       |          |
|---------------------------------------------------------------------------------------|----------|
| Enterprise Choice Unlimited Standard (3YR)                                            | \$150.00 |
| Enterprise Choice Unlimited Plus (2YR)                                                | \$50.00  |
| Enterprise Choice Unlimited Plus (3YR)                                                | \$150.00 |
| Enterprise Choice Unlimited Preferred (2YR)                                           | \$50.00  |
| Enterprise Choice Unlimited Preferred (3YR)                                           | \$150.00 |
| Enterprise Choice Unlimited BYOD                                                      | \$50.00  |
| <b>Fax Services</b>                                                                   |          |
| eFax Select                                                                           | \$10.00  |
| eFax Standard                                                                         | \$20.00  |
| eFax Pro                                                                              | \$40.00  |
| <b>Marketing</b>                                                                      |          |
| Yahoo Small Business LocalWorks (Standard and Premium)*                               | \$35.00  |
| <b>Mobile Client Feature Only (One Talk)</b>                                          | \$50.00  |
| <b>Mobile Client Feature Only (One Talk) (Government) Month to Month</b>              | \$40.00  |
| <b>One Talk Deskphone (One Talk Feature Auto Included)</b>                            | \$150.00 |
| <b>One Talk Deskphone (One Talk Feature Auto Included) (Government) Mont to Month</b> | \$100.00 |
| <b>One Talk Deskphone (One Talk Feature Auto Included) (Government) 2 YR</b>          | \$60.00  |
| <b>Productivity</b>                                                                   |          |
| Google GSuite Cloud Identity Premium                                                  | \$3.00   |
| Google GSuite Basic                                                                   | \$7.00   |
| Google GSuite Business                                                                | \$15.00  |
| Google GSuite Enterprise                                                              | \$45.00  |
| Google G-Suite Workspace Business Starter                                             | \$7.00   |
| Google G-Suite Workspace Business Standard                                            | \$14.00  |
| Google G-Suite Workspace Business Standard (My Biz)                                   | \$40.00  |
| Google G-Suite Workspace Business Plus                                                | \$27.00  |
| Google G-Suite Workspace Enterprise Essentials                                        | \$12.00  |
| Google G-Suite Workspace Enterprise Standard                                          | \$30.00  |
| Google Workspace G Suite Enterprise Plus                                              | \$45.00  |
| Premium Network Experience (My Biz)                                                   | \$40.00  |
| Unlimited Individual Cloud Storage (My Biz)                                           | \$40.00  |
| <b>Security</b>                                                                       |          |
| Business Internet Secure 5 Pack                                                       | \$60.00  |
| Business Internet Secure 10 Pack                                                      | \$105.00 |
| Business Internet Secure 25 Pack                                                      | \$225.00 |
| Lookout MES Comprehensive 1 Year per Device/User*                                     | \$7.00   |
| Lookout MES Comprehensive 3 Year per Device/User*                                     | \$7.00   |
| Lookout MES Threats 1 Year per Device/User*                                           | \$7.00   |
| Lookout MES Threats 3 Year per Device/User*                                           | \$7.00   |
| Lookout Threats/Device w Phishing (3 Year & Annual)*                                  | \$7.00   |
| Lookout Threats/User w Phishing (3 Year & Annual)*                                    | \$25.00  |
| Lookout Small Bus. Device & User with Phishing*                                       | \$7.00   |
| Lookout Comprehensive/Dev with Phishing (3 Year & Annual)*                            | \$25.00  |
| Lookout Comprehensive/User with Phishing (3 Year & Annual)*                           | \$25.00  |
| Lookout Premium Support 1 & 3 Year per Device/User*                                   | \$2.00   |
| Lookout Premium Support/User (3 Year & Annual)*                                       | \$2.00   |
| Lookout Premium Plus Support/User (3 Year & Annual)*                                  | \$2.00   |
| Lookout Premium Support/Device (3 Year & Annual)*                                     | \$2.00   |
| Lookout Premium Plus Support/Device (3 Year & Annual)*                                | \$2.00   |
| MaaS360 Essentials Suite per Device                                                   | \$6.00   |
| MaaS360 Deluxe Suite per Device                                                       | \$10.00  |
| MaaS360 Premiere Suite per Device                                                     | \$13.00  |
| MaaS360 Enterprise Suite per Device                                                   | \$18.00  |
| MaaS360 Essentials Suite per User                                                     | \$12.00  |
| MaaS360 Deluxe Suite per User                                                         | \$20.00  |
| MaaS360 Premiere Suite per User                                                       | \$25.00  |
| MaaS360 Enterprise Suite per User                                                     | \$36.00  |
| MaaS360 Laptop Location                                                               | \$2.00   |
| MaaS360 Mobile Threat Management Per Device                                           | \$3.00   |
| MaaS360 Mobile Threat Management Per User                                             | \$5.00   |
| MaaS360 Teamviewer per Device                                                         | \$3.00   |
| MaaS360 Teamviewer per User                                                           | \$4.00   |
| MaaS360 Secure Mobile Browser Per Device                                              | \$2.00   |
| MaaS360 Secure Mobile Browser Per User                                                | \$5.00   |
| MaaS360 Exchange Online- Plan 1                                                       | \$4.00   |
| MaaS360 IBM Wandera Data Management Client Device                                     | \$10.00  |
| MaaS360 IBM Wandera Data Management Authorized User                                   | \$20.00  |

|                                                              |          |
|--------------------------------------------------------------|----------|
| MaaS360 IBM Wandra Mobile Security & Policy Client Device    | \$15.00  |
| MaaS360 IBM Wandra Mobile Security & Policy Authorized User  | \$30.00  |
| Potsolve Life and Safety Line                                | \$50.00  |
| Potsolve Analog Line                                         | \$50.00  |
| Potsolve Managed Service                                     | \$40.00  |
| Samsung Knox Configure Dynamic 2-Year*                       | \$2.00   |
| Samsung Knox Configure Dynamic per Seat (1 & 2 Year)*        | \$2.00   |
| Samsung Knox Manage EMM (1 & 2 Year)                         | \$2.00   |
| Samsung Knox Premium EMM license subscription (1 & 2 Year)   | \$2.00   |
| Samsung Knox Workspace license subscription (1 & 2 Year)     | \$25.00  |
| Samsung Knox Gov WS monthly license                          | \$7.00   |
| Samsung Knox KC-D per seat (1 & 2 Year)*                     | \$2.00   |
| Samsung Knox Manage (Monthly, 1 & 2 Year)                    | \$3.00   |
| Samsung Knox Workspace (1 & 2 Year)*                         | \$3.00   |
| Samsung Knox Configure Dynamic 1 Year*                       | \$2.00   |
| Samsung Knox Configure Setup (1 & 2 Year)*                   | \$2.00   |
| Samsung Knox KC Dynamic (1 & 2 Year)*                        | \$2.00   |
| Samsung Knox KC Setup (1 & 2 Year)*                          | \$2.00   |
| Static IP Pricing Update for 4G FWA Lines                    | \$8.00   |
| Static IP Pricing Update for 5G FWA Lines                    | \$8.00   |
| Verizon Business Assistant                                   | \$45.00  |
| Verizon Business Internet Security Plus                      | \$25.00  |
| Verizon Business Internet Security Preferred                 | \$50.00  |
| Verizon Business Complete Unlimited Preferred Plan           | \$150.00 |
| Verizon Business Complete Unlimited Standard Plan            | \$150.00 |
| Verizon Business Mobile Internet Security                    | \$8.00   |
| Verizon Mobile for Microsoft Teams                           | \$15.00  |
| Verizon MDM*                                                 | \$5.00   |
| Business Mobile Secure Plus (My Biz)                         | \$20.00  |
| <b>Surveys</b>                                               |          |
| Canvas GoCanvas Professional Tiered                          | \$15.00  |
| Canvas Monthly Recurring Charge – Business, Start Up         | \$15.00  |
| Canvas Monthly Recurring Charge – Professional               | \$25.00  |
| Canvas GoCanvas Employee Toolkit                             | \$7.00   |
| Do Forms Standard                                            | \$8.00   |
| Do Forms Advanced                                            | \$12.00  |
| Do Forms Premium                                             | \$16.00  |
| <b>Digital Agent Verizon 5G Business Internet Plan</b>       |          |
| 100 Mbps                                                     | \$370    |
| 200 Mbps                                                     | \$370    |
| 400 Mbps                                                     | \$370    |
| <b>Digital Agent Verizon 4G Business Internet Plan</b>       |          |
| 100 Mbps                                                     | \$370    |
| 200 Mbps                                                     | \$370    |
| 400 Mbps                                                     | \$370    |
| <b>Verizon 4G Business Internet Plan</b>                     |          |
| 10 Mbps                                                      | \$370    |
| 20 Mbps                                                      | \$370    |
| 25 Mbps                                                      | \$370    |
| 50 Mbps                                                      | \$370    |
| <b>Business Unlimited Laptop Plan</b>                        |          |
| Business Unlimited Start Laptop                              | \$150    |
| Business Unlimited Pro Laptop                                | \$150    |
| Business Unlimited Tablet Start                              | \$150    |
| Business Unlimited Tablet Pro                                | \$150    |
| <b>Mobile Hotspot (My Biz)</b>                               |          |
| 50GB                                                         | \$20     |
| <b>International</b>                                         |          |
| International Connectivity (My Biz)                          | \$40     |
| International Long Distance Calling - Asia Pacific (My Biz)  | \$20     |
| International Long Distance Calling - Europe (My Biz)        | \$20     |
| International Long Distance Calling - Latin America (My Biz) | \$20     |



|                 |                   |
|-----------------|-------------------|
| Rogers Wireless | Gross Commissions |
|-----------------|-------------------|

|                                             |   |
|---------------------------------------------|---|
| Please send inquiry to your Channel Manager | - |
|---------------------------------------------|---|

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

*\*Commission not subject to Chargeback*

*\*The Account Maintenance Fee is 5%*

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

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