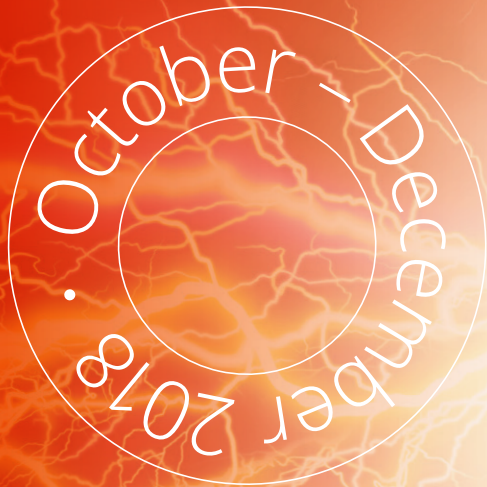


Electrifying Year-End Cash Bonuses



3X
2X
1X

amp up!
EARN MORE CASH

Unleash the power of collaboration with PGI's Unified Communications and Collaboration solutions

Payout Cash Bonus Qualifications*:

GlobalMeet Meetings Closed Won Deals,
October 1 - October 31, 2018

Other PGI Solutions, October 1 - December 31, 2018

MRR/Deal	Payout
All Deals (GlobalMeet Bundles Only)**	3X MRR
\$2,000+	2X MRR
\$250 - \$1,999	1X MRR

* To qualify, deals must be new logos and a minimum 12-month committed contract
** 3X MRR Bonuses run October 1 - October 31, 2018 and only applies to GlobalMeet Meetings Bundled Conferencing SaaS solutions. Reverts back to 1X/2X for Nov/Dec 2018.



Energize Your
Q4 Pipeline!

NEW! Don't miss our upfront 3X MRR cash bonus on all new logo GlobalMeet Conferencing bundles now through October 31, 2018!

And, earn up to 2X MRR on all other qualified PGI SaaS solutions through December 31, 2018.

See back page for more details.

A PGI Exclusive for Authorized Agent and Reseller Partners

amp up! | Upfront Cash Bonuses

Payout Cash Bonus Qualifications* : GlobalMeet Meetings Closed Won Deals, October 1 – 31, 2018!
Other PGI Solutions, October 1 – December 31, 2018

MRR/Deal	Payout
All Deals (GlobalMeet Bundles Only)**	3X MRR
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** 3X MRR bonuses run October 1 - October 31, 2018 and only applies to GlobalMeet Meetings Bundled Conferencing SaaS solutions. Reverts back to 1X/2X for Nov/Dec 2018.

Terms and Conditions

This incentive plan is available to PGI Resellers, Channel Master Distributors/Agencies and their respective affiliate Agents and is valid 10/01/2018 - 12/31/2018.

This 1X/2X MRR incentive is a one-time cash bonus equal to one time/two times monthly recurring revenue of a qualified new logo deal. Only one cash bonus per deal. Applies to monthly recurring PGI SaaS revenue for new logo web conferencing software and value add solutions; webcasting and streaming solutions; and committed audio deals. All deals qualify based on the MRR chart above. To qualify for this incentive plan, a sale must be signed and accepted on or before 12/31/2018. To receive payment, deal opportunities must be entered in Salesforce.com where appropriate. Each deal must be a minimum 12-month contract to qualify. Third party web conferencing deals do not apply. PGI reserves the right to evaluate each deal for eligibility. Our 3X MRR incentive is for GlobalMeet Meetings Bundled Conferencing SaaS deals only and a sale must be signed and accepted on or before 10/31/2018. Reverts back to 1X/2X for Nov/Dec 2018. See chart above.

PGI Solutions that qualify are in these solution categories:



PGI GlobalMeet Meetings SaaS audio, video and web conferencing
PGI GlobalMeet Webinar and GlobalMeet Webcast SaaS solutions
PGI SaaS Value Add Skype/Microsoft Teams solutions including Skype CustomInvite, Skype Server Audio, Skype Help, Enterprise Calendaring App
Committed Audio Conferencing

* Third party web conferencing deals do not apply

Payout Process

The incentive payment process begins once the end customer is invoiced for the first billing cycle. Partner payouts will be delivered to the Reseller or Master Distributor/Agency where individual partner incentives will then be distributed respectively. Please allow up to 90 days for payouts. PGI reserves the right to reclaim incentive payouts if qualifying criteria is not met or if early termination of services occurs. Incentive payouts can be reversed if orders or services are not billed within 180 days of signature. Maximum payout of \$20,000 (or equivalent currency) per new logo deal. This incentive does not apply to renewals, cross-sells or up-sells. Should an issue arise, Channel Partner must provide written notice of dispute within 90 days of payment. PGI reserves the right to modify this promotion at any time.

For more information, contact your PGI Channel Manager, or email us at partnerincentives@pgi.com

