

Pilot

Get your limited time spiff when you share Pilot with your customers!

Connect your customers to Pilot's services by 06/30/24 and you'll receive a one-time bonus of up to 1.5x MRC, depending on the pricing offered. It's a win-win for everyone!

- 1.5xMRC on deals with a total MRC of \$1000 or more
- 1xMRC on deals with a total MRC of \$500 - \$999
- 0.5xMRC on deals with a total MRC of \$499 and below

*NRC discounts of 50% or more reduce the Spiff multiple to the next highest tier

Terms and Conditions:

Starting April 1, 2024, Pilot Channel Partners ("Participants") who refer a Qualified Prospect in a Qualified Building, who enters into a service order with Pilot by June 30, 2024, are eligible to receive a spiff equal to 0.5x, 1x, or 1.5x the Monthly Recurring Cost (MRC), depending on the service, pricing, and promotional offer provided to the Qualified Prospect, payable within sixty (60) days of (1) the service being activated, (2) the spiff payback period being covered, and (3) all invoices for the spiff payback period being paid. The spiff payback period is equal to the number of months required to pay the Participant back for the spiff, as solely determined by Pilot. For example, a 1xMRC spiff would have a spiff payback period of one (1) month.

Participants who refer a Qualified Prospect who enters into a service order with Pilot by 06/30/2024 for an MRC of \$1000 or greater are eligible to receive a 1.5xMRC Spiff. Participants who refer a Qualified Prospect who enters into a service order with Pilot by 06/30/2024 for an MRC of \$500-\$999 are eligible to receive a 1xMRC Spiff. Participants who refer a Qualified Prospect who enters into a service order with Pilot by 06/30/2024 at an MRC of \$499 or below are eligible to receive a 0.5xMRC Spiff. *Discounts to NRC of 50% or greater reduce the Spiff multiple to the next highest tier.

These payments are an additional incentive for Participants, and will be paid in addition to the usual referral fees paid under the Participant's Channel Partner Agreement with Pilot. Only one (1) such payment may be made per Qualified Prospect referred, but Participants may make an unlimited number of referrals.

Terms and Conditions Continued:

To be eligible for this promotion, Pilot must determine that the building is a "Qualified Building", and that the referred Prospect is a "Qualified Prospect". A "Qualified Building" is: a building in which Pilot determines its CapEx and installation fees are typical. A Qualified Prospect is: (1) not a current or former Pilot customer and (2) is not already a Prospect of Pilot sourced through other means. Payment will occur through Pilot's normal payment process via ACH once (1) the customer's service is active for the spiff payback period, as determined solely by Pilot and (2) all invoices are paid up to date.

This spiff only applies to Pilot's standard DIA, Small Business Internet Access, DirectConnect, IP Transit, or CloudConnect services at Qualified Buildings. Pilot may modify or discontinue this promotion at any time for any reason.

Participants are responsible for any and all tax liabilities associated with this promotion.
