

2024 Cloud and Disaster Recovery Spiff

With recent changes in the cloud service provider landscape, 11:11 is rolling out a new SPIFF program and you could earn big payouts! Register a new opportunity with MRR valued at more than \$5,000 between March 1, 2024 and July 31, 2024, then close the deal before December 31, 2024, and 11:11 will give you a one-time payment of \$50 Per Virtual Machine on a new 36-month contract for IaaS or DRaaS products.

Example SPIFF Payout for IaaS/DRaaS Deal:

200 VMs for IaaS/DRaaS x \$50 Per VM =
\$10,000 SPIFF

Example SPIFF Payout for IaaS and DRaaS Deal:

(150 VMs for IaaS + 100 VMs for DRaaS) x \$50 Per VM =
\$12,500 SPIFF

This SPIFF payment is on top of the standard commission 11:11 pays you!

To qualify, you will also need to complete the 11:11 Sales Professional training and certification course.

What deals are eligible:

- Net new logo opportunities approved by 11:11
- Deals with IaaS or DRaaS products
- Deals with a minimum \$5,000 MRR
- Deals with a minimum 36-month contract term
- Deals that are registered through the 11:11 partner portal between March 1, 2024 and July 31, 2024, and close before December 31, 2024

Email us at partners@1111systems.com for more information.

Terms and Conditions: This 11:11 Sales Performance Incentive Funding Formula ("SPIFF") runs from March 1, 2024, through December 31, 2024. Participants eligible for this SPIFF ("Eligible Participants") are entities that meet the below requirements prior to submitting any deals eligible for this SPIFF: 1. Be under contract with 11:11 as a channel partner, 2. Register in the 11:11 Partner Portal, and 3. Complete the 11:11 Sales Professional training and certification course in the 11:11 Partner Portal. Deals eligible for this SPIFF ("Eligible Deals") must meet the requirements below: 1. Be for IaaS or DRaaS services being provided to a new 11:11 logo (not an existing customer), 2. Be registered in the 11:11 Partner Portal between March 1, 2024 and July 31, 2024, 3. Close on or before December 31, 2024, 4. Have an initial contracted term of at least 36 months, 5. Be qualified and approved by 11:11, and 6. Have a minimum monthly recurring revenue of \$5,000. Submissions below this amount will not be considered, in no event can sales be added together from month to month to qualify for payment under this SPIFF, and payments will only be made on monthly sales. The Eligible Participant payouts are based on the number of virtual machines in scope per the statement of work x (times) the SPIFF rate of \$50 USD per virtual machine. Payouts to Eligible Participants for Eligible Deals will only be made on monthly sales and such payouts are made thirty (30) days after 11:11's receipt of the first payment made by the customer subject to such Eligible Deal, and the maximum payout for any individual Eligible Deal is \$25,000. 11:11 reserves the right to claw back payment if (a) an 11:11 customer cancels the applicable Eligible Deal prior to end of the initial contracted term of that deal, (b) contracted MRR is lowered before or at the time of deployment of the associated services, and (c) services are not deployed within sixty (60) days of the signing of the 11:11 customer. 11:11 reserves the right to terminate or modify any portion of this SPIFF at any time with or without notice to the Eligible Participants.