



OUR FIBER FUELS GLOBAL INNOVATION

UK/EMEA AGENT CHANNEL SPIFF PROMO

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SPIFF 1 - DIA, Cloud & DDoS

Direct Internet Access, Cloudlink & DDoS Protection

- **Validity: May 1st 2021—Sept 30th 2021**
 - **DIA & DDoS (2 new services)**
 - 1 yr deal – additional 1 x MRC one-off payment on delivery
 - 2 yr deal – additional 1.5 x MRC one-off payment on delivery
 - 3+ yr deal – additional 2 x MRC one-off payment on delivery
 - **Integrated/Aggregated DIA & Cloudlink & DDoS (3 new services)**
 - 1 yr deal – additional 1 x MRC one-off payment on delivery
 - 2 yr deal – additional 2 x MRC one-off payment on delivery
 - 3+ yr deal – additional 3 x MRC one-off payment on delivery
 - **Qualification Criteria**
 - Applicable to new orders on Zayo EMEA network asset only. Renewals do not qualify.
 - Applicable to onnet Monthly Recurring Charge only (Type 2/offnet component excluded from calculations).
 - Not applied in addition to other SPIFFs. Only 1 SPIFF applicable to any orders signed simultaneously.

SPIFF 2 - Any Multiple Services



Multiple Services

- **Validity: May 1st 2021—Dec 31st 2021**
 - **Multiple Zayo Services closed simultaneously**
 - 2 services – additional 2 x MRC one-off payment on delivery
 - 3 services – additional 3 x MRC one-off payment on delivery
 - 4 or more services – additional 4 x MRC one-off payment on delivery
 - **Qualification Criteria**
 - Applicable to new orders on Zayo EMEA network asset only. Renewals do not qualify.
 - Applicable to onnet Monthly Recurring Charge only (Type 2/offnet component excluded from calculations).
 - Not applied in addition to other SPIFFs. Only 1 SPIFF applicable to any orders signed simultaneously.
 - Zayo services that qualify:

Dark Fibre (incl. PWN/PDN)	DIA/IPT (incl. Cloudlink)	DDoS Protection
Wavelengths (incl. Cloudlink)	IPVPN (incl. Cloudlink)	Private Line
Ethernet (incl. Cloudlink, E-Line, E-LAN, Flexconnect)	MPLS (incl. Cloudlink)	SD WAN

Example Zayo services and potential Partner residuals, for info only (excluding SPIFFs)



Channel
Partners

Service	Qty	Onnet Locations	Total MRR (£)	Master Agent Residual (£)	Typical In-Service Term (yrs)	Corporate Use Case UK/EMEA
DIA Ports	2	Client DC	10,000	2,000	3	10Gb Internet port for access to WWW and allows home-workers to access critical applications via VPN concentrators. Usually sold in pairs for resilience.
Private Wave Network	3	Point-To-Point links, 3xDCs	9,000	1,800	5	Highly secure Private Networks usually built in diverse links/rings between 2xDCs & Enterprise HQ. Used for core n/w, data replication & Disaster Recovery.
Simple Cloudlink mesh	1	2xDCs--AWS & Azure On-Ramps	4,000	800	5	Two DCs connecting diversely to Cloud Service Providers in a mesh topology. Allows hybrid cloud network to be implemented with fixed costs through aggregated billing.
Mid-Size Cloudlink mesh	1	4xDCs, 4xCSPs, 2xSaaS providers, 3xbranch offices	20,000	4,000	5	High capacity (100Gb & 10Gb) resilient mesh network with office connectivity and full flexibility across mutple DCs, clouds & SaaS providers. For businesses fully adopting multi-cloud requirements.
DDoS Mitigation	1	Standard scrubbing	1,000	200	5	Providing the peace of mind that a DDoS attack wil not disable corporate internet ports, allowing employees to continue to work unabated. Industry leading & sold alongside DIA.
Wavelength /Ethernet links	20	Linking 2 DCs to 5 key branch sites	9,000	1,800	5	Multiple 10Gb links on shared DWDM platform, allowing client to have command and control of corporate WAN over the top.

- Zayo Agent/Partner receives residual payments as long as cct is in service, including renewal periods.
- IRU residual payments also available.