

One Communications Business Partner Spiff – Q1 2010

Requirements	OneSolutions MPLS VPN	OneSolutions Complete	OneSolutions DIA and eDIA	OneSolutions Digital Voice	OneSolutions Enhanced	OneSolutions Essential	OneSolutions BBL
Must be order accepted status	✓	✓	✓	✓	✓	✓	✓
Must be On Net	✓	✓	✓	✓	✓	✓	✓
2 or 3 year terms	✓	✓	✓	✓	✓	✓	✓
Must be new order	✓	✓	✓	✓	✓	✓	✓

Spiff Payments	OneSolutions MPLS VPN	OneSolutions Complete	OneSolutions DIA and eDIA	OneSolutions Digital Voice	OneSolutions Enhanced	OneSolutions Essential	OneSolutions BBL
Amount Paid	\$750	\$750	\$750 and \$1000	\$750- \$2500	\$475	\$125	\$ 40
3Mbps and higher	<i>See attached SPS</i>	<i>See attached SPS</i>	<i>See attached SPS</i>				
Additional Business Line	<i>n/a</i>	<i>n/a</i>	<i>n/a</i>	<i>n/a</i>	\$25	\$30	<i>n/a</i>
SPS – Spiff Payout Schedule (See Attached)							

Eligibility, Rules and Restrictions

- These spiffs apply to OneSolutions products only and are available to Business Partners who have signed a One Communications agreement on or after April 1, 2009 or have a One Communications contract amended after April 1, 2009.
- Spiffs will be paid on install except for port speeds of 9Mbps or higher.
- Orders for port speeds of 9Mbps or higher will be paid on order ready status and PON assignment.
- Maximum agent bonus for all One Communications Business Partner spiffs capped at \$15,000 per order.
- Government and wholesale deals are not eligible.
- Digital Voice spiff amount on a Full T1 is based on bundled packages and spiff payment schedule.
- All Q1 2010 promotions are concurrent and can be combined with spiffs listed above. Some promotions require 3-year term
- All orders must be order accepted status
- Must be on-net, new business
- Any resale, off-net or ICBs are not qualified or subject to review for qualification
- Only applicable for 2 or 3 year term deals
- Minimum number of sites for eligibility for OneSolutions MPLS VPN spiff is three (3).
- SPS = Spiff Payment Schedule. Please see separate document.





**SPS - Spiff Payment Schedule
Q1 2010**

OneSolutions Product

OneSolutions DIA

	Spiff Rate
1.5 Mbps	\$750.00
3 Mbps	\$1,000.00
4.5 Mbps	\$1,200.00
6 Mbps	\$1,500.00
7.5 Mbps	\$1,700.00
9 Mbps	\$2,000.00
10.5 Mbps	\$2,200.00
12 Mbps	\$2,500.00

*Port Speed over 12 Mbps - SPR or ICB request (Port Speed over 12 Mbps is 150% MRC)

OneSolutions eDIA

	Spiff Rate
3 Mbps	\$1,000.00
5 Mbps	\$1,500.00
7 Mbps	\$2,000.00
10 Mbps	\$2,500.00

*Port Speed over 10 Mbps - SPR or ICB request (Port Speed over 10 Mbps is 150% MRC)

OneSolutions MPLS VPN

	Spiff Rate
1.5 Mbps	\$750.00
3 Mbps	\$1,000.00
4.5 Mbps	\$1,200.00
6 Mbps	\$1,500.00
7.5 Mbps	\$1,700.00
9 Mbps	\$2,000.00
10.5 Mbps	\$2,200.00
12 Mbps	\$2,500.00

*Port Speed over 12 Mbps - SPR or ICB request (Port Speed over 12 Mbps is 150% MRC)

OneSolutions Complete

	Spiff Rate
OneSolutions Complete 1.5 M	\$750.00
OneSolutions Complete 3 M	\$1,000.00
OneSolutions Complete 4.5 M	\$1,200.00
OneSolutions Complete 6 M	\$1,500.00
OneSolutions Complete 7.5 M	\$1,700.00
OneSolutions Complete 9 M	\$2,000.00
OneSolutions Complete 10.5 M	\$2,200.00
OneSolutions Complete 12 M	\$2,500.00

*Port Speed over 12 Mbps - SPR or ICB request (Port Speed over 12 Mbps is 150% MRC)

	Spiff Rate
OneSolutions Complete 100K/25K/Flat 1.5M	\$750.00
OneSolutions Complete 100K/25K/Flat 3M	\$1,000.00
OneSolutions Complete 100K/25K/Flat 4.5M	\$1,200.00
OneSolutions Complete 100K/25K/Flat 6M	\$1,500.00
OneSolutions Complete 100K/25K/Flat 7.5M	\$1,700.00
OneSolutions Complete 100K/25K/Flat 9M	\$2,000.00
OneSolutions Complete 100K/25K/Flat 10.5M	\$2,200.00
OneSolutions Complete 100K/25K/Flat 12M	\$2,500.00

*Port Speed over 12 Mbps - SPR or ICB request (Port Speed over 12 Mbps is 150% MRC)

Voice

	Spiff Rate
Basic Business Line measured (per call or per minute)	\$40.00
Basic Business Flat local and Unlmted Locl Bsnss Line	\$40.00
Unlmted Business Line	\$40.00
Remote Call Forward	\$15.00
Digital Vce Flat, 100k PM or 25k PC/100k	\$2,500.00
Digital Vce Flat, 100k PM or 25k PC/75k	\$1,900.00
Digital Vce Flat, 100k PM or 25k PC/50k	\$1,500.00
Digital Vce Flat, 100k PM or 25k PC/25k	\$1,150.00
Digital Vce Flat, 100k PM or 25k PC/10k	\$900.00
Digital Vce Flat, 100k PM or 25k PC Local	\$575.00
Digital Voice Service Measured (per call or per minute)	\$425.00

Bundles

	Spiff Rate
OneSolu Enhanced	\$475.00
OneSolu Enhanced Add Line	\$25.00
OneSolu Essential 1.5M	\$125.00
OneSolu Ess 3Mb Upg 1yr	\$6.00
OneSolu Ess 7Mb Upg 1yr	\$40.00
OneSolu Essential Add Lin	\$30.00