

**January 1, 2010 – April
30, 2010**

**ACC Business Agent
SPIFF Program**

**Managed Internet Service (MIS) T1 &
NxT1 Bonus**

- Initial 2 MIS T1 or NXT1 combined sales receive \$600! Each additional MIS T1 or NXT1 sale receives \$300! Based on Agent's TOTAL monthly sales!***

2 MIS T1 or NXT1 combined sales receive \$600

3 MIS T1 or NXT1 combined sales receive \$900

4 MIS T1 or NXT1 combined sales receive \$1,200

5 MIS T1 or NXT1 combined sales receive \$1,500

**New ACC Business MIS customer and/or new
ACC Business MIS customer service location only**

- Agent bonus for MIS T1 or NxT1 sales capped at 30 combined sales per month or \$10,000

*****Note:** as in previous months, NXT1 "count" as a single sale (i.e., bonus is not based on individual T1s in NXT1 bundle)

Ethernet Access to Managed Internet

Service (EaMIS)

- **50% of Monthly Recurring Charges (MRC) for ACC Business EaMIS sale!**
- **Maximum agent bonus for EaMIS sales is \$10,000 per month**

Private Network Transport (PNT) Bonus

- **50% of Monthly Recurring Charges (MRC) for ACC Business PNT sale! Includes entire PNT sale components, including MIS, PNT, & COS monthly recurring billing elements!**

Bonus paid on initial PNT sale, *AND* “add on” sales for new service locations in the customer’s PNT network within six months of the initial network installation⁺⁺

- **Maximum agent bonus for PNT sale is \$10,000 per month**

ANIRA – AT&T Network Based IP VPN Remote Access

- **50% of Monthly Recurring Charges (MRC) for all ACC Business ANIRA sales! Includes all ANIRA sale components, including PNC, SOHO, and Remote Access billing elements**

Managed Internet Service (MIS) DS3

Bonus

- **50% of Monthly Recurring Charges (MRC) for ACC Business MIS DS3 sale! New ACC Business MIS customer and/or new ACC Business MIS customer service location only. Total service local channel required (no baseline)**
- **Maximum agent bonus for MIS full or fractional DS3 sales is \$8,000 per month**

Private Line Bonus

- **50% of Monthly Recurring Charges (MRC) for ACC Business private line sales!**
- **Maximum agent bonus for private line sales is \$8,000 per month**

Voice T1 Bonus & Accelerator

- **\$500 per Dedicated LD T1 and/or Dedicated LD with ADL T1**
- **\$500 per PrimePlex or PrimeXpress T1**
- **Maximum agent bonus for voice T1 sales is \$3,000 per month**

Period

- **Effective January 1st, 2010 – April 30th, 2010**

Qualifications

- **AT&T account migrations to ACC Business are**

not eligible

- **Interim MIS Circuits (T1, NxT1, DS3) to EaMIS networks, which are disconnected after the EaMIS circuit is activated, are not eligible**
- **Bonus is monthly. Bonus month of an order is determined by the "Record Date" in the ACC Business Order Tracking system (OTIS)**
- **Bonus paid upon installation**
- **ACC Business National Sales Director holds final discretion with bonus terms and qualification**
- **Please contact your ACC Business Agent Manager with questions**

Product Bonus Notes

++PNT Installation defined as “entered into the ACC Business biller” date for the initial Customer PNT sale

Win with ACC Business Voice and Data Solutions!