

SMB Pipeline Accelerator Rewards

Drive Pipeline Growth. Earn Big Rewards

\$50
Gift Card

FOR **\$500+ MRR**
SMB OPPORTUNITIES

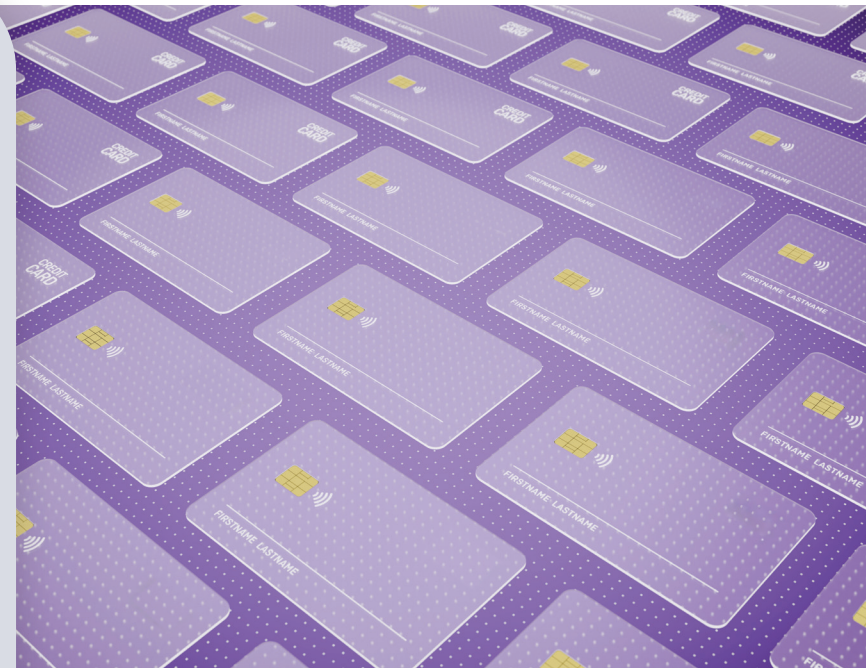
\$75
Gift Card

FOR **\$750+ MRR**
SMB OPPORTUNITIES

\$100
Gift Card

FOR **\$1000+ MRR**
SMB OPPORTUNITIES

Earn a Gift Card for every completed new SMB customer opportunity meeting.*



*This promotion is valid January 1, 2026 through June 30, 2026 ("Promotion Period") and is only open to Vonage Channel Partners who submit new qualified prospects within the Promotion Period. To be eligible for a gift card reward, the qualified prospect must be a small business having fewer than 150 employees and new to Vonage. Existing Vonage customers or upsell activity customers do not qualify as a new prospect. Gift card rewards will be issued based on the Monthly Recurring Revenue ("MRR") of the submitted opportunity as follows: a \$50 gift card for opportunities valued at \$500 MRR and above, a \$75 gift card for opportunities valued at \$750 MRR and above, or a \$100 gift card for opportunities valued at \$1,000 MRR. To receive the gift card, a meeting must be scheduled and take place between the new qualified prospect and a member of the Vonage Sales team during the Promotional Period. Limit one (1) gift card per new qualified prospect logo customer during the Promotional Period. MRR is defined as the monthly recurring revenue exclusive of taxes and fees, and only applies to Vonage UCaaS and CCaaS product offerings. Vonage reserves the right to verify eligibility and deny rewards for submissions that do not meet program criteria. Additional terms may apply. Please contact your Vonage Inside Channel Manager for full details and to confirm eligibility.

Jump Into Action in 2026

Get up to **9xMRR¹** with Vonage



Earn

6xMRR

for new sales of Vonage Business Cloud (VBC) with a minimum 3 year contract

OR

4xMRR

for eligible new sales with a minimum 2 year contract (VBC)

9xMRR

for Vonage Contact Center (VCC) or combination of VCC and VBC 3 year contract

(VONAGE BUSINESS COMMUNICATIONS AND/OR STANDALONE VONAGE CONTACT CENTER)

January 1, 2026 to June 30, 2026

¹Beginning January 1, 2026 through June 30, 2026, earn 6x MRR on new sales of VBC. Additionally, earn 9x MRR on new sales of VCC as a standalone, or 9x MRR on VBC and VCC combined services. Minimum of 25 seats and 3-year contract required for VCC services. Third-party products are excluded from this promotion. Installation must occur within twelve (12) months of new sales. MRR is the monthly revenue upon which a one-time SPIFF payment is based pursuant to a Vonage sales contract. Additional restrictions may apply.

See full promotion terms at: <https://view-su3.highspot.com/viewer/5bfec80983388313dce9833b895fe0f9>

Cloud Communications | Programmable APIs | Collaboration | Integrations | SD-WAN | Contact Center and more



Visit vonage.com/channel to get started today!