

Earn Up to

12x

This Quarter With 8x8

Simpler residuals.  
Broader solutions.  
Selling 8x8 is now easier  
and more profitable.

**8x8**<sup>®</sup>



# Unlock Up to 12x SPIF

For qualifying new logo 3+ year deals booked April 1, 2026 to June 30, 2026

(2-year deals booked during same period may also qualify, see details on next page)

1-99 Eligible UC seats.	100+ Eligible UC seats.	100+ Eligible UC seats & ≥10% of seats are Eligible CX seats.	\$5K+ MSR* & ≥10% of seats are Eligible CX seats.
<b>6x</b> SPIF	<b>8x</b> SPIF	<b>10x</b> SPIF	<b>12x</b> SPIF

\*MSR is calculated based on Eligible UC and Eligible CX license MSR.

Plus **2x** Bonus SPIF for Eligible Engage  
(on Eligible Engage MSR if sold in a 3+ year deal qualifying for a 6X-12X SPIF)

**8x8**<sup>®</sup>

# 2026 Spring Forward SPIF Promotion

Promotion Overview Terms – Please see the [Agency SPIF Base Terms and Conditions](#) for further details.

This 2026 Spring Forward SPIF (this “SPIF”) is offered by 8x8, Inc. or its affiliate (“8x8”) and is subject to these terms and conditions, the [2026 Spring Forward SPIF – Eligible SKU List](#) (the “Eligible SKU List”), and the [Agency SPIF Base Terms and Conditions](#) (the “Base Terms”). The Eligible SKU List and the Base Terms are available in PartnerXchange.

## Additional Deal Eligibility:

- 2-year Deals: The following SPIFs are available for 2-year new-logo deals:

Eligible UC seats.	100+ Eligible UC seats & ≥10% of seats are Eligible CX seats.	\$5K+ Eligible UC/CX MSR & ≥10% of seats are Eligible CX seats.
<b>4X</b> SPIF	<b>4X</b> SPIF	<b>4X</b> SPIF

- 100% CX Deals: 100% Eligible CX seat deals qualify for 10x SPIF (or 12x SPIF when Eligible UC/CX MSR ≥\$5k) for 3-year new-logo deals or 4x SPIF for 2-year new-logo deals.

## Eligibility Requirements for the SPIFs:

- Only new logo initial customer orders qualify for this SPIF.
- For each qualifying new logo initial customer order with 8x8, 8x8 will pay according to the highest single SPIF 4X–12X award tier for which it qualifies.
- SPIF is paid only on Eligible UC, Eligible CX, or Eligible Engage MSR (as applicable).
- Consult the Eligible SKU List for details on which SKUs are eligible in which category and important terms and requirements:
  - “Eligible UC” means eligible unified communications SKUs.
  - “Eligible CX” means eligible customer experience SKUs.
  - “Eligible Engage” means eligible Engage SKUs.

## Important Limitations:

- SPIF payouts are uncapped on 36+ month term deals with annual prepay. Otherwise SPIF payouts are capped at USD/CAD/AUD/NZD \$300,000 or GBP £250,000 for a single deal.
- The order must become effective during the SPIF promotion period.
- Deals with effective discounts (including free periods and credits) ≥ 50% do not qualify for these SPIFs (see Base Terms for more details).

