

GO BIG. EARN MORE.

Drive bigger wins and earn more with Zayo's Go Big Tiered SPIFF. The more capacity you sell, the higher the multiplier.

Earn up to **3X Multipliers** on qualifying DIA and Wave opportunities

Effective March 1, 2026



Sell Bigger Bandwidth

Higher capacity deals unlock higher SPIFF multipliers.



Lead with Zayo

Drive net-new opportunities on Zayo's on-net infrastructure.



Earn More

Multipliers increase as bandwidth scales - up to **3X** payout potential.

SPIFF Product Pay Table

Services	Bandwidth	Multiplier	Max SPIFF
DIA	1 G	1.5x	50K
DIA	2 - 99 G	2.5x	50K
DIA	100 G+	3x	50K
Wave	10 G	2x	50K
Wave	100 G	2.5x	50K
Wave	400 G+	3x	50K

Payment upon confirmation of paid invoice.

All payouts' subjects to claw back if order cancelled. SPIFF paid out on Opportunity level.

Opportunity Qualifiers: Renewals, upgrades, MACs not included. No construction or large projects.

Contract terms 36+ months. No early termination off-set or ETL waivers can be included. Opportunities must have a create date of March 1st forward; no cancelled and reopened opportunities will be included. Only one SPIFF can be applied to each opportunity.