

Boost Your Earnings

Ooma®

Earn up to **5X**

Earn **3X**
on UCaaS,
Hospitality,
SIP, and
Teams*

3X

1-50 lines*

Ooma
AirDial®

POTS
Replacement

+1X

Bonus

51-200
lines*

+1X

Bonus

201+
lines*

+1x Bonus

for first deal
for partners

**Requires 3+ year contract*

Contact your Channel Manager for more information, or reach out to channelsupport@ooma.com.

Terms & Conditions

Ooma®

1. SPIFF is for NEW Ooma customers only, effective for 3+ year contract term deals closed between May 1, 2026 - July 31, 2026.
2. SPIFFs are paid out on the following partner commission cycle after the customer's first invoice. If the customer activation is multi-location, ramp deployment, or other delayed billing, SPIFFs will be paid at a prorated amount based on percentage of customer billings. SPIFF amount is calculated based on invoiced and commissionable MRR.
3. MRR excludes monthly hardware payments (all-inclusive/rental), government-mandated charges, taxes, surcharges, fees, usage charges, overages, and any third party services.
4. New deals requiring ICB pricing with special customer terms, including but not limited to discounted licenses, delayed billing, reduced margin, all-in pricing and customer credits are subject to review and, in Ooma's sole discretion, may have a reduced SPIFF payout.
5. SPIFF awards with payouts greater than \$100,000 must be approved by Ooma before the deals are closed and are subject to installment payments.
6. SPIFF awards are subject to pro-rated chargeback if the customer cancels 25% or more of the original order within 6 months of the original signed quote/order date. Chargebacks will also be applicable for customer non-payment of invoices. Ooma reserves the right to chargeback either from future commissions or in the form of payment from Partner, at Ooma's discretion. This chargeback provision ensures that canceled, uninstalled, reduction of services, or otherwise non-delivered deals are no longer eligible for payment under the Promotion.
7. SPIFF award payouts apply only to services that are deployed and for which billing has begun within twelve (12) months of order submission. No SPIFF will be paid for services deployed or billed after twelve (12) months.
8. Stackable 1X for first deal for new partner is defined as a partner that has not previously closed a deal with Ooma.
9. Blind RFP responses, where no direct customer relationship exists, are ineligible for SPIFF payouts.
10. Circuits and 3rd party services are not eligible for SPIFF offer.
11. Ooma reserves the right to alter these terms and conditions at any time, without notice, in its sole discretion.