

Channel Partner

1X MRR Fiber Incentive



Incentive Detail:

- + **Earnings:** Receive **1X Monthly Recurring Revenue (MRR)** for each eligible sale.
- + **Eligibility:** Applies to all **NEW FIBER (New Logo)** sales.
- + **Sales Entry Period:** Qualifying sales must be entered between **July 1, 2026, and Sept. 30, 2026.**
- + **Payout Details:** Incentive will be calculated based on the MRR of eligible sales and paid according to the standard payout schedule.

Business Rules:

- Sales Dates: 7/1/2026 – 9/30/2026
- Minimum term commitment required for all fiber deals: 3 years
- Per deal MRR capped at \$10K (anything over \$10k requires VP approval)
- Promotional bonuses will be included in the following month's commission statement
- Incentive specifically and strictly for our sub-agents
- Sales are defined as sold customer entered in the billing system with a schedule date
- Construction projects will not count as a sale until construction is completed, and the sale is entered into the billing system with a scheduled install date (within promotional term)
- All disconnects prior to month 24 of the agreement term will result in a full charge back of any promotional bonuses paid to the Master Agent Partner
- If not installed within 90-days of sale date, chargeback of any promotional bonuses paid to the Master Agent Partner will occur
- Valid for **NEW** Fiber sales (New Logo) w/ **>\$500 MRR**
- Management reserves the right to adjust sales attainment based on non-workable orders
- Optimum reserves the right to modify or terminate the incentive program at any time
- Conversion from Coax to Fiber do not qualify
- This promotion **can** be used in conjunction with any customer facing Promotion running
- Type 2 (Off-Net Sales) are excluded

Channel Partner

The X-Factor

Earn Up to 5X MRR Coax



Incentive Detail:

Install Window: July – September 2026

Maximize your earnings with up to **5X MRR** for **NEW DATA CUSTOMER COAX installs** during the incentive period!

How It Works:

Earn up to **5X MRR** based on the number of eligible products installed **with Data Service - 500 speed and above (HFC or FTTP)**. Data only accounts are **not** eligible for payout. Quantity of premier products add-ons determine eligibility and payout multiplier (see example below).

Eligible Products:

- + **Business Connection Backup (BCB)**
- + **Fixed Voice [Optimum Voice (OV) & Business Hosted Voice (BHV)]**
- + **Asurion (PSP)** (Business Premier Technical Support or Protection & Support)
- + **PRO Wi-Fi**
- + **Video**

Incentive Payout Example:

- + **New Customer 500 Speed Data install Includes:**
- + **Asurion (PSP)**
- + **BCB**
- + **Payout: 2X MRR**

Business Rules:

- Install Dates: 7/1/26 – 9/30/26
- Promotional bonuses will be included in the following month's commission statement
- Incentive specifically and strictly for our sub-agents
- Installs are defined as sold, scheduled and activated customer entered in the billing system
- Optimum reserves the right to identify and exclude Digital Marketers, who are not eligible for this incentive
- Construction projects will not count until construction is completed and customer installed/activated in the billing system (within promotional term)
- ^Fiber to the Premises (FTTP) is the only eligible Fiber service for this incentive, DIA is not eligible
- *Data is defined as either Optimum Hybrid Fiber Coax or Optimum Fiber to the Premises (FTTP) – 500 speed or higher
- Eligible for broadband (Coax + FTTP) deals ONLY – East & West markets (standard business rules apply)
- **Any partial or full disconnects within the first 12 months after installation will result in a full charge back of any promotional bonuses paid to the Master Agent Partner**
- Valid for New Data Customer Relationships (NCR) coax/FTTP sales only
- Optimum reserves the right to modify or terminate the incentive program at any time
- Management reserves the right to adjust attainment based on non-workable orders