

**May 1, 2010 – August 31,  
2010**

**ACC Business Agent  
SPIFF Program**

**Managed Internet Service (MIS) T1 &  
NxT1 Bonus**

- Initial 2 MIS T1 or NXT1 combined sales receive \$500! Each additional MIS T1 or NXT1 sale receives \$250! Based on Agent's TOTAL monthly sales!\*\*\*

2 MIS T1 or NXT1 combined sales receive \$500

3 MIS T1 or NXT1 combined sales receive \$750

4 MIS T1 or NXT1 combined sales receive \$1,000

5 MIS T1 or NXT1 combined sales receive \$1,250

**New ACC Business MIS customer and/or new  
ACC Business MIS customer service location only**

- Agent bonus for MIS T1 or NxT1 sales capped at 30 combined sales per month or \$7,500

**\*\*\*Note:** as in previous months, NXT1 "count" as a single sale (i.e., bonus is not based on individual T1s in NXT1 bundle)

**Ethernet Access to Managed Internet**

## **Service (EaMIS)**

- **40% of Monthly Recurring Charges (MRC) for ACC Business EaMIS sale!**
- **Maximum agent bonus for EaMIS sales is \$8,000 per month**

## **Private Network Transport (PNT) Bonus**

- **40% of Monthly Recurring Charges (MRC) for ACC Business PNT sale! Includes entire PNT sale components, including MIS, PNT, & COS monthly recurring billing elements!**

**Bonus paid on initial PNT sale, *AND* “add on” sales for new service locations in the customer’s PNT network within six months of the initial network installation<sup>++</sup>**

- **Maximum agent bonus for PNT sale is \$8,000 per month**

## **ANIRA – AT&T Network Based IP VPN Remote Access**

- **40% of Monthly Recurring Charges (MRC) for all ACC Business ANIRA sales! Includes all ANIRA sale components, including PNC, SOHO, and Remote Access billing elements**

## **Managed Internet Service (MIS) DS3**

## **Bonus**

- **40% of Monthly Recurring Charges (MRC) for ACC Business MIS DS3 sale! New ACC Business MIS customer and/or new ACC Business MIS customer service location only. Total service local channel required (no baseline)**
- **Maximum agent bonus for MIS full or fractional DS3 sales is \$6,000 per month**

## **Private Line Bonus**

- **40% of Monthly Recurring Charges (MRC) for ACC Business private line sales!**
- **Maximum agent bonus for private line sales is \$6,000 per month**

## **Voice T1 Bonus & Accelerator**

- **\$300 per Dedicated LD T1 and/or Dedicated LD with ADL T1**
- **\$300 per PrimePlex or PrimeXpress T1**
- **Maximum agent bonus for voice T1 sales is \$1,500 per month**

## **Period**

- **Effective May 1st, 2010 – August 31th, 2010**

## **Qualifications**

- **AT&T account migrations to ACC Business are**

**not eligible**

- **Interim MIS Circuits (T1, NxT1, DS3) to EaMIS networks, which are disconnected after the EaMIS circuit is activated, are not eligible**
- **Bonus is monthly. Bonus month of an order is determined by the "Record Date" in the ACC Business Order Tracking system (OTIS)**
- **Bonus paid upon installation**
- **ACC Business National Sales Director holds final discretion with bonus terms and qualification**
- **Please contact your ACC Business Agent Manager with questions**

## **Product Bonus Notes**

**++PNT Installation defined as “entered into the ACC Business biller” date for the initial Customer PNT sale**

***Win with ACC Business Voice and Data Solutions!***