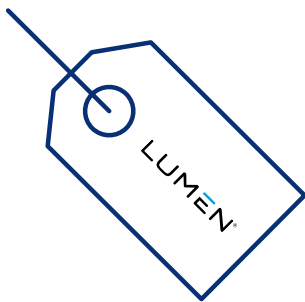


Lumen New Logo Incentive

Introduce the Lumen Platform to new customers and earn up to \$10,000



When you introduce Lumen and our Platform for Amazing Things to new customers, you can earn up to \$10,000 per billing customer while helping them succeed in our technology-driven marketplace. Lumen helps Partners build a strong customer base with the extraordinary capabilities of our platform and the strength of our global fiber infrastructure.



Lumen New Logo Incentive Overview:

- **Earn a one-time payout equal to 1X MRC, up to \$10,000, per billing customer**
- Sell any Eligible Product to a new logo customer or prospect
- Minimum \$1,000 MRC deal
- Minimum service term of two years

Incentive Period: January 1 - June 30, 2021

See Page 2 for full terms and conditions. Contact your Lumen Account Team for full details.

Terms & Conditions: Lumen New Logo Incentive

- The Lumen New Logo Incentive (the “Incentive”) is open to Eligible Participants (defined below).
- Eligible Participants are eligible to receive a one-time payout equal to 1X MRC for each qualified sale, with a maximum payout of \$10,000 per billing customer.
- The Incentive applies only to new Qualified Sales of Eligible Products (defined below):
 - Marked “Closed Won” in Salesforce.com from January 1, 2021 through June 30, 2021
 - For new logo customers
 - With a minimum monthly recurring charge (“MRC”) of \$1,000 or more and a minimum service term of 2 years
- “Eligible Participants” means Channel Partners who have active partner agreements with CenturyLink Communications, LLC d/b/a Lumen Technologies Group (“Lumen”) or its affiliates and such Partners’ sub-agents.
- “Eligible Products” means the products and services provided by Lumen and/or its affiliates and identified on the Lumen Channel Partner Portal.
- “Incentive Period” means the period beginning January 1, 2021 and ending June 30, 2021 or upon budget depletion – whichever comes first. In situations of budget depletion, deals will be paid on a first-in basis up to the budgeted amount.
- A “new logo” is a sale to a customer that has no historical sales and no historical revenue at the Bus Org Number and Ultimate Customer level for the previous 6 months.
- Standard ordering processes apply. Sales must provide a Lumen countersigned contract, if applicable.
- This Incentive can be applied once per billing customer per Incentive Period. Standard commission rates apply in addition to the Incentive.
- Payout based on the MRC stated in a valid customer signed order accepted by Lumen in accordance with its standard process. Qualified sales amounts consist of MRC + Committed Usage.
- All Eligible Product orders included on the original deal will count towards the Incentive requirements. Subsequent deals will not be considered for the Incentive.
- Incentive awards will be paid at the Partner level through the regular commission process.
- The Incentive will be paid approximately 45 days after a qualified sale is “Closed Won” in Salesforce.com on or before June 30, 2021.
- Lumen may modify, suspend, amend or terminate the Incentive at any time and without prior notice to or consent of Eligible Participants. Lumen specifically reserves the right to change the Incentive in a manner that may modify or eliminate the amount of the Incentive.
- Incentive disputes will be considered on a case-by-case basis. All disputes must be submitted within 90 days of the Salesforce.com “Closed Won” date. Incentive disputes submitted after 90 days will not be considered.
- Any liability for federal, state or other taxes for the Incentive will be the sole responsibility of the Eligible Participants. Lumen will not be responsible for payment of any such taxes.
- Lumen will review all submitted orders to ensure Incentive criteria have been met before awarding payouts.
- Lumen reserves the right to end, modify, or deny any claim under this Incentive, including the right, in its sole discretion, to deny any Incentive submission that does not satisfy the terms of the Incentive.
- Orders that cancel prior to installation will not qualify for the Incentive and Lumen may recover incentives paid in connection with such Orders, including by way of off-set against the Channel Partner’s normal commissions.
- Lumen reserves the right to review all qualified sales for which Eligible Participants received an incentive payout under this Incentive six months from the service installation date to verify that the MRC requirement for such qualified sale is being met. If not, Lumen may recover the incentive paid, including by way of off-set against the Channel Partner’s normal commissions.
- Void where prohibited.
- Check the Lumen Channel Partner Portal regularly for updates to the Incentive.
- This Incentive may be combined with other incentives offered by Lumen.