



2009 Q3 PROMOTION

# PAETEC AGENTS WIN WITH PINNACLE

## QUALIFYING PRODUCTS

- Software Licenses and/ or ASP fees associated with elements of the PINNACLE suite
- Professional Services
- 1st year maintenance

Alternatively PAETEC will pay the agent 60% of the Hosted or Managed Service fee in the event an MRC deal is sold.

## QUALIFYING PRODUCTS

- PINNACLE Suite  
*(a typical PINNACLE sale has a value of \$100,000)*

PAETECs PINNACLE Communications Management Suite streamlines and consolidates management of all functions necessary to run a large, sophisticated, converged IT department at peak efficiency.

A typical PINNACLE sale has a value of \$100,000 and PAETEC authorized Agents will earn 5% commission for the successful introduction of PINNACLE to a prospect leading to the sale of the following PINNACLE components



## PROMOTIONAL GUIDELINES

- Orders submitted between July 1 and September 30 2009 will qualify
- Pass-through charges (e.g. outside expenses required for the deal, including but not limited to, 3<sup>rd</sup> party license fees, hardware, travel & living expenses, etc) are excluded.
- Applies to new logos only, 36 month minimum term applies
- Payment will be made in the month following turn-up of the eligible PINNACLE element.
- PAETEC reserves the right to reclaim financial promotional incentives if qualifying criteria as defined is not met, or early termination of any circuits occur, which would have resulted in the criteria having been not met



*PAETEC reserves the right to amend or terminate this promotion without prior notice.*