

Special Promotion

Earn More

with the Rackspace
Single-Tenant SPIFF

Deal Size

\$10,000+ MRR

Commission

1X

Terms & Conditions:

- The promotion shall only apply to single-tenant¹ new logo or new footprint², qualified opportunities³ that convert to a new contract (minimum 12 months).
- All leads must be submitted through the [Rackspace Partner Portal](#) with promo code **SINGLESPIFF**, per the Rackspace Partner Agreement, and meet Rackspace approval criteria.
- To qualify for compensation, the qualified opportunity must be successfully closed by 12/31/19.
- To receive compensation, the qualified opportunity must be online and invoicing.
- All eligible new contracts must exceed \$10,000.
- Commission shall become due and payable, and shall be paid to you within ninety (90) calendar days after the new customer has paid in full three (3) consecutive months of invoices under the new contract.
- The maximum 1X commission payout per eligible deal is capped at \$150,000.
- Eligibility for one-time commission payout will not qualify you for a program tier change.
- The promotion is governed by the general terms and conditions of the Rackspace Partner Agreement. Partner must be in good standing and have an active agreement with Rackspace to be eligible for the bonus.
- Rackspace reserves the right to modify or terminate this program at any time.
- Additional restrictions may apply.

For more details, contact your Rackspace Partner Account Manager or [RAX Partner Help](#).

¹ "Single-tenant" means Rackspace dedicated hosting services in the managed colocation, Managed and Intensive service levels/segments, Rackspace Private Cloud, Rackspace Private Cloud Powered by Microsoft®, VMware® solutions, and Rackspace Managed Security (RMS) for Rackspace dedicated hosting service offerings.

² "New logo" means a new customer purchasing single-tenant hosting services from Rackspace for the first time. "New footprint" means a sales transaction to an existing Rackspace customer who wishes to purchase hosting services for a new business unit, application or workload (excluding migrations), or that consists of a different Rackspace product or platform than currently used by such Rackspace customer including hosting services to be provided in a different Rackspace data center.

³ "Qualified opportunity" means an opportunity for a sale by Rackspace in the normal course of business through a registration process agreed to by the parties in the Rackspace Partner Agreement. To be a qualified lead, you must independently identify the opportunity and verify that Rackspace has not already qualified such an opportunity, and the registration must occur before the agreement with Rackspace is executed. To register a new contract or qualifying resale, you must identify the customer or prospect using the process detailed in the Rackspace Partner Agreement.

General conditions: This offer is subject to the terms and conditions set forth in the Rackspace Partner Agreement. This additional payout will be awarded to Rackspace Partner in addition to the commission payout as specified in the Rackspace Partner Agreement and not to an individual employee of the Rackspace Partner. Rackspace disclaims any and all liability or responsibility for disputes arising between an employee and their employer related to this matter. Rackspace reserves the right at its sole discretion to disqualify any Rackspace Partner it finds to be attempting to tamper with or undermine the entry process and/or the legitimate operation of this promotion; to violate these rules; or to act in an unsportsmanlike or disruptive manner or with the intent to annoy, abuse, threaten, or harass any other person. If for any reason, the promotion is not capable of running as planned, including infection by computer virus or bugs, tampering, unauthorized intervention, fraud, technical failures, or any other causes beyond our control, which corrupt or affect the operation, administration, security, fairness, integrity, or proper conduct of this promotion, Rackspace may, in its sole discretion, void any suspect entries and (a) cancel or terminate the promotion (or any portion thereof), or (b) modify the promotion or suspend the promotion to address the impairment and then resume the promotion in a manner that best conforms to the spirit of these rules.

Rackspace reserves the right to terminate this offer at any time, in its sole discretion.