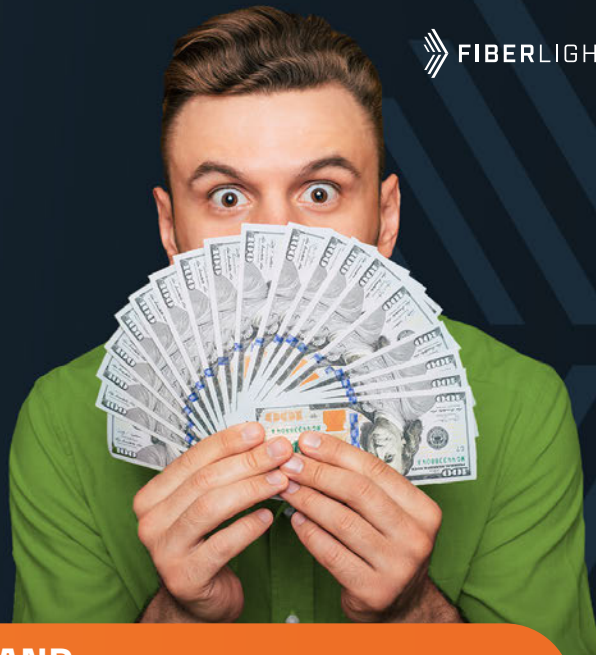


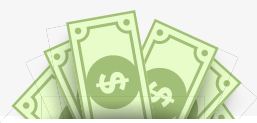
# THE MORE YOU SELL THE MORE YOU EARN!



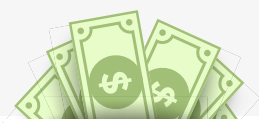
*Earn up to* **\$5k** Per Order AND  
BONUS for Multiple Orders in Quarter

Earn up to **\$3,500** SPIFF on Dark Fiber  
and/or Managed Dark Fiber

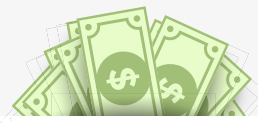
Earn up to **\$5,000** SPIFF  
Per Order on Lit Services



UP TO **\$3,499 MRR**  
**\$2,000**  
PAYOUT



**\$3,500-\$4,999 MRR**  
**\$2,500**  
PAYOUT



**\$5,000+ MRR**  
**\$3,500**  
PAYOUT



**\$1,500 & Above MRR**  
**\$1X MRC**  
PAYOUT



**BONUS:** **\$1,000** (3-5 Orders)

**\$2,500** (5+ Orders)

New circuit or fiber pair\* will earn an extra one-time payout according to the deal size above.

## EXPERIENCE THE DIFFERENCE

of FiberLight's Network and Strategic Partner Focus:

1. Avoid internal conflict by collaborating with a partner friendly company utilizing price parity across enterprise and strategic partners
2. More density and high-count fiber strands available for large dark fiber network builds and lit capacity
3. Flexible dark fiber offering including fiber purchase agreements in addition to traditional leasing
4. High-touch customer service includes more access to executive leadership and regional field resources
5. More security and reliability with nearly 90% of fiber built 3.5' underground versus just under the surface

These one-time payouts are exclusive to New FiberLight End-User Customers (defined below) and are paid upon FBL's sole discretion. New FiberLight End-User Customers are defined as a Customer who (i) is initiating Services (defined below) with FiberLight for the first-time, or (ii) formerly was a FiberLight Customer but terminated all Services with FiberLight and is initiating Service with FiberLight again. Services are defined as either (i) lit service of equal to or greater than 10 Gbps, (ii) dark fiber services, or (iii) managed dark fiber; all Service orders for New FiberLight End-User Customers must be classified as "Closed Won" in FiberLight's Salesforce.com to be eligible for payment. Notwithstanding, payment and New FiberLight End-User Customers classification shall be at FiberLight's sole and absolute discretion. FiberLight reserves the right to terminate this program at any time without notice. Expires Sept 30, 2022.

**Learn More!**

Contact Your FiberLight Partner Manager  
or email [partner.sales@fiberlight.com](mailto:partner.sales@fiberlight.com)