



PAETEC Q1 2011 SPIFF Summary

Payout:

Month Term	% of MMF
60 Month	90%
48 Month	70%
36 Month	50%
24 Month	30%
12 Month	0%

Eligible Products:

Any facilities-based circuit integrated with local, LD and/or Internet including T-1, PRI or Dynamic IP DS1, nxT-1, DS3, Ethernet, OC-3 or OC-12.

Any MPLS network with greater than 50% of network, including hub, on-net

Any commissionable add-on service that is included with a facilities based service, including Network Based Firewall, IDPS, Virus Protection, IP Simple, etc

EFS is a non-commissionable service and is not eligible for the SPIFF. The SPIFF payout will be calculated by subtracting any EFS lease amount from the MMF.

Terms and Conditions:

Promotion valid from 1/1/11 through 3/31/11

New logos only. All qualifying sales must be signed and submitted on or before 3/31/11

Minimum of 24-month term is required on all promotions unless otherwise noted. All residual SPIFFs will be paid for the term of the agreement.

Fractional Ports are only applicable on integrated circuits, not standalone.

SPIFFs may not be paid until after the customer is assigned a PAETEC account number. PAETEC reserves the right to reclaim SPIFF payments if qualifying criteria are not met or if early termination of any services occur that result in the criteria not being met.

Maximum payout \$25,000 per account

Minimum MRC per T1 must be \$325 to qualify

Any MPLS network qualifying for a SPIFF must have 50% of locations on-net.

SPIFF's paid at the discretion of PAETEC and can be changed without notice

All accounts must pass profitability check, including the SPIFF to be eligible for promotion.