



PowerPlay Program

Great technology and great teams accomplish more together.



Win more with Talkdesk.

We are all in with our channel partners. We believe in the power of working together to deliver the most value to our customers. That's why we're kicking things up a notch with a new program, designed exclusively for our partners. Let's win more business together!

Talkdesk PowerPlay Program for Channel Partners.

PowerPlay is all about demonstrating our commitment and investment in the North American Channel. We have devised a tiered program that brings top partners into our direct deals - **so when we win, YOU WIN.**

Receive late stage opportunities to the value of closed won deals.



The more deals you help us close, the more deals we'll bring you into.

How it works

It's simple - Based on how much net new business you have sold with us in the past 12 months, Talkdesk will bring you into Talkdesk "sourced" later stage opportunities (which have a higher likelihood to close). Your closed won value determines your tier within the program and your tier determines the value of deals you're brought into:

- **Silver** (over \$250K 3-year new logo closed won ACV in the last 12 months = \$250K)
- **Gold** (over \$500K 3-year new logo closed won ACV in the last 12 months = \$500K)
- **Platinum** (over \$1.00M 3-year new logo closed won ACV in the last 12 months = \$1.0M)

PowerPlay Program Program Rules:

- Partner tier identified by TD fiscal year Closed Won > Sourced 3-Year New Logo ACV (36 month term required).
- Sourced > Closed ACV is reviewed quarterly to ensure partner tier alignment.
- Partner tagged to value of Direct > New Logo > Late Stage opportunities as indicated in the tiers above.
- Reward will be for the duration of the initial contract term (e.g. 36 months - 36 months).
- Partner will be tagged to the threshold level met within one (1) year after award.
- To remain program eligible after tagging of opportunities, a minimum of 3 new leads per 12 months period are required.
- Residual reduction of 25% applies to all residual categories on the reward opportunities.
- Reward & customer add opportunities do not count towards Sourced > Closed Won ACV for the next review period.
- Tagged ACV is based on the threshold level reached and based on opportunity value in the Talkdesk CRM at the time the opportunity is tagged regardless of closed or changed ACV.
- No spiffs apply to tagged opportunities under this program.
- Standard rules of engagement apply to tagged opportunities and the customer decides how and from whom to buy Talkdesk; if a partner is replaced on a tagged opportunity based on a customer request, they will be tagged to other equivalent ACV opportunities in its place.
- Introductions to Talkdesk opportunities are at the sole discretion of Talkdesk.
- Once opportunity assignment is complete, regardless of outcome, the assignment(s) are final.
- Other Terms and Conditions may apply

PowerPlay Tiers

The higher the ACV, the greater the reward.



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