



## 100 Seat UcaaS Deal:

1. Average 18% Residual
2. SPIF Average 5X
3. \$15 Per Seat Average
4. \$1,500 MRC
5. Total Deal Value: \$1,500 MRR
6. Monthly Residual Compensation: \$270 (3 year average term of contract)
7. Upfront: \$7,500

## 100 Seat Cybersecurity Bundle Deal:

1. Average 22% Residual
2. SPIF Average 1X
3. \$30 Per Seat
4. \$500 Base Cost
5. \$3,500 MRC
6. Total Deal Value: \$3,500 MRR
7. Monthly Residual Compensation: \$770 (3 year average term of contract)
8. Upfront: \$3,500

## UcaaS By Itself:

1. Upfront: \$7,500
2. Monthly Residual Compensation: \$270
3. Annual Commission: \$10,740

## UcaaS with Cybersecurity:

1. Upfront: \$11,000
2. Monthly Residual Compensation: \$1,040
3. Annual Commission: \$23,480

## The Thrive Advantage

- ◆ **Managed Services Provider (MSP)** - Unbundled managed services enable you to create a solution tailored to your exact needs, utilizing leading technology from Fortinet, Microsoft, Cisco, Mimecast, Qualys and more, ensuring that your business has Enterprise-grade security.
- ◆ **Security Solutions** - Thrive's Security Operations Centers are staffed by experienced CISSPs and security professionals with decades of experience protecting mission critical infrastructure.
- ◆ **Security Operations Center (SOC)** - 24x7x365 Monitoring and Management of industry-leading security technology.
- ◆ **Consulting** - Thrive addresses gaps that may exist in your organization by providing a variety of expert professional and consultative services with an agnostic approach to identifying and prioritizing risk.

## Thrive Cyber Bundle

- ◆ SIEM
- ◆ EDR
- ◆ Security Awareness Training
- ◆ Email Security
- ◆ Secure Internet Gateway

## Interested in learning more about our Channel Partner Program?

Agents and Technology Consultants partner with Thrive to leverage our technical expertise coupled with our NextGen managed services. Thrive is considered a trusted advisor that partners rely on to offer their clients NextGen Technology Services.

Contact us at 866.205.2810 or [channelpartners@thrivenetworks.com](mailto:channelpartners@thrivenetworks.com)