





PARTNER UP!

Intermedia is a partner first organization that delivers a unified communications solution that is easy-to-use and can be managed, supported, and billed by you. With Intermedia by your side, you own your client relationships while growing your company's business valuation with top-line margins. We provide a thorough onboarding experience, free certification training, free J.D. Power-certified 24/7 technical support, competitive pricing, management of the telco taxes, top notch products, and 99.999% uptime SLAs.



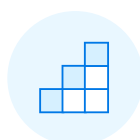

BENEFITS 4 PARTNERS



-  Lucrative Spiffs & Incentives
-  Sell White Label or As a Sales Advisor
-  UCaaS, CCaaS, and More
-  24/7 Expert Easy Access

BENEFITS 4 CLIENTS

-  Month to Month Contracts
-  Free Phones and Headsets
-  Integrated User Experience
-  Highest CSAT Score

CHAMPIONS PROGRAM PARTNER BENEFITS:

-  Increasing benefits that fuel your growth as your incremental sales climb
-  MDF eligibility for customer acquisition and upsell programs

-  Quick-start onboarding and sales enablement programs
-  Luxury annual incentive trip for qualified partners



INTERMEDIA UNITE®: BUSINESS COMMUNICATIONS CLOUD

A single application that helps your client's employees collaborate with each other and connect with their customers.



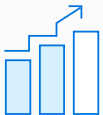
EMPLOYEE PRODUCTIVITY

- Flexibility to work from anywhere with desktop & mobile applications
- Choice of communication like meetings, chat, file sharing, and email
- Efficient, personalized communication with SSO, Microsoft Teams, and CRM integrations
- Strengthen work community with rich video conferencing and chat
- Integrate with Contact Center and give frontline users faster resolution time with our subject matter experts



CUSTOMERS EXPERIENCE

- Quicker access to assistance with intelligent call routing
- More communication choice with voice, chat, text, and email channels
- Greater convenience with self-service options for customers
- Improved service quality with dashboards and AI-powered reporting



AND THE BUSINESS GAINS FOR YOU AND YOUR CLIENTS

Partner Gains:






- Highly reliable with 99.999% financially backed SLA
- Own the customer relationship
- Assistance with taxation and support

Client Gains:

- Highly reliable with 99.999% Uptime SLA
- Secure communications with two-factor authentication, PCI, E2EE, Triple Shield Security and industry compliance

SELL THE WAY YOU WANT!

With Intermedia, you choose from three robust partner models based on what's right for you and your customers on a case-by-case basis.

	RESELLER (CORE)		ADVISOR	AGENT
	Private Label	Co-Branded		
CUSTOMER RELATIONSHIP	<p>You own the relationship. You have full ownership of billing support, and all other elements. CORE = Customer Ownership Reseller</p>		<p>We both own the relationship. Certified Advisor Partners can quote and sell independently. We do billing and support.</p>	<p>We both own the relationship. You sell and stay involved with the customer. We do billing and support.</p>
CLOSING THE DEAL	<p>You close the deal. Behind the scenes, we'll help you with brandable marketing material and expert sales assistance every step of the way.</p>		<p>You close the deal. You leverage our brand and marketing materials. We'll also provide behind-the-scenes sales assistance every step of the way.</p>	<p>You register the deal. Leverage our sales team to win more business.</p>
HOW YOU MAKE MONEY	<p>You set the price and control your own margins. We bill you for the wholesale price and you bill your customer at the price you choose. We handle the telecom taxes for you. <i>(Accounting: you book revenue for the full customer price)</i></p>		<p>We pay you commissions We give you a one-time and monthly recurring commission. <i>(Accounting: you book revenue for commissions earned)</i></p>	<p>We pay you commissions We give you a one-time and monthly recurring commission. <i>(Accounting: you book revenue for commissions earned)</i></p>
CUSTOMER SUPPORT	<p>You provide Level 1 technical support, and we support you. You support your customers. We'll back you up with 24/7 phone and chat support.</p>		<p>We provide technical support Our support experts will be here for your customers 24/7.</p>	<p>We provide technical support Our support experts will be here for your customers 24/7.</p>
PRODUCT BRAND				
HOW YOU GO TO MARKET	 <p>YOUR BRAND Leverage your brand's value</p>		 <p>CO-BRAND Combine the power of our brands</p>	 <p>INTERMEDIA Sell under the Intermedia brand</p>
			 <p>INTERMEDIA Sell under the Intermedia brand</p>	

MARKETING RESOURCES

Intermedia provides fully customizable and brandable programs and marketing materials to help you educate your customers, grow your brand, and close more deals.

- Campaigns-in-a-box
- Marketing Support
- Product Brochures
- Webinar-in-a-box
- MDF Funds and Spiff Opportunities
- Promotions and Incentives

DOWNLOAD THE MATERIALS ON THE ALL ACCESS PORTAL:

<http://intermediaallaccess.com/>

OTHER SERVICES

- Exchange email
- Microsoft 365
- Intermedia email protection
- Backup for Microsoft 365
- Microsoft 365 Apps
- Email archiving
- Email encryption & more



INTERMEDIA OFFERS
99.999% UPTIME
SLAs & J.D. POWER-CERTIFIED
24/7 SUPPORT



Intermedia has been recognized by J.D. Power for providing "An Outstanding Customer Service Experience" for its Assisted Technical Support. J.D. Power 2021 Certified Assisted Technical Program, developed in conjunction with TSIA. Based on successful completion of an audit and exceeding a customer satisfaction benchmark for assisted support operations. For more information, visit www.jdpower.com or www.tsia.com.

Questions? Contact us today.

800.300.1310

partnerrecruitment@intermedia.net

Schedule a time to talk.