



INTERMEDIA

Channel Partner Program

DEDICATED SALES SUPPORT
1K LOCAL PROSPECTS
MARKET DEVELOPMENT FUNDS
DISCOUNTED PRICING
WHITE GLOVE ONBOARDING
PRIORITY CALL QUEUING
FREE MIGRATIONS



PLATINUM
Partner



GOLD
Partner



REGISTERED
Partner

By partnering with Intermedia, you automatically attain Registered partner status. Our goal, and responsibility, is to help you build a profitable, differentiated cloud businesses and achieve Platinum partner status as quickly as possible!



REGISTERED PARTNER BENEFITS:



Sales

- Designated Telesales rep
- Ownership of customer accounts
- Free or discounted Intermedia services for use at your company
- Free migrations with Cloud Concierge™ onboarding



Marketing

- Brandable marketing assets
 - Customizable emails and social posts
 - Full resolution graphics
 - Email marketing best practices



Support

- 24/7 JD Power certified technical support
- Sales Engineer support
- Partner Concierge Desk for Voice sales support
- Educational material and self-paced training



GOLD PARTNERS RECEIVE THE FOLLOWING BENEFITS IN ADDITION TO REGISTERED BENEFITS:



Designated Telesales support OR Field Sales support*



Eligibility for Deal Desk access for discounted pricing



Eligibility for market development funds (MDF) on opportunities under \$1k**



Customer prospects per quarter local to your zip code



Bi-annual Intermedia executive updates



Bi-annual Intermedia product roadmap updates

"I was thrilled to receive a local field sales representatives that visits me on-site for account representation. Intermedia makes me feel valued as a partner, and I appreciate that I have grown my business to a size where they want to lean in and further invest in our relationship. Actions speak the loudest, and I view this milestone as Intermedia's commitment to going deeper with my business."

- Intermedia Gold partner



PLATINUM PARTNERS RECEIVE THE FOLLOWING BENEFITS IN ADDITION TO REGISTERED + GOLD BENEFITS:



Eligibility for market development funds (MDF) on opportunities under \$10k**



Customer prospects per quarter local to your zip code



White glove marketing support



Priority call queuing

Technical support

Sales Engineer support

Partner Concierge Desk support

"The Platinum priority technical, sales, and Concierge Desk support, coupled with Intermedia's investment to continuously help me fill my pipeline, helps ensure the reach of my business continues to expand in this competitive landscape."

- Intermedia Platinum partner

* Field Sales representatives are determined and assigned based on partner's geographical location

** Proposed business plan and outcome to be provided by partner, then reviewed and agreed upon by Intermedia before funds are allocated

Partner with Intermedia and start receiving these benefits.

Contact Intermedia's partner team at 888.299.2522 or resellers@intermedia.net. Or learn more at intermedia.net/resellers.