



## Intermedia Named Overall Collaboration Winner

Every successful organization relies on business partnerships. That is why Intermedia emphasizes its commitment to constantly strengthening its partner programs and relationships. The success of this commitment was recently confirmed when Intermedia was named the Overall Winner of the Collaboration category of the 2018 CRN Annual Report Card (ARC) awards program, voted on by you, the CRN channel community.

Support Winner   
  Partnership Winner   
  Managed & Cloud Services Winner

This recognition from CRN—and you—is especially meaningful because it shows Intermedia's commitment to putting partners first. Intermedia does this by first developing and delivering the easy-to-sell, easy-to-deploy, highly-reliable, highly-secure, cloud-based UCaaS and business applications that make SMBs more productive, collaborative, and mobile. Intermedia then provides all the sales, marketing, training, and onboarding support that partners need to drive more opportunities...and win. This 360° approach to partner success is all backed by Intermedia's 99.999% uptime SLA and J.D. Power-certified 24/7 support.



*"We are honored to be recognized by CRN as the overall winner of the 2018 ARC awards in the Collaboration category. We are fully committed to our partners, and I can't think of a better acknowledgement of that commitment than by receiving this award, as voted on by our partners. We will continue to seek opportunities to strengthen our partner offerings and further drive partner success in the growing UCaaS space."*

— Michael Gold, CEO, Intermedia

### Putting Partners at the Center of it All

The ARC summarizes results from a comprehensive, invitation-only survey by CRN's research team. More than 3,000 solution providers were asked to evaluate their satisfaction across product innovation, support partnership, and managed and cloud services with more than 65 vendor partners in 24 major product categories. The vendors with the highest ratings are named to the prestigious ARC list of winners.

This award confirms Intermedia's commitment to delivering a total partner experience and premier go-to-market support. It also reaffirms Intermedia's dedication to helping partners sell more, make more, and keep more. It's time to partner with a true partner. It's time to stop leaving money on the table and to keep more of what you worked for. It's time for Intermedia.

#### Intermedia

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To learn more about partnering with Intermedia, visit  
[www.intermedia.net/resellers](http://www.intermedia.net/resellers).