

The Comcast Business Solutions Provider Program

Becoming a Comcast Business Solutions Provider gives you access to the products and solutions your customers need as well as an experienced team to help you sell.



The Markets We Serve



Small Business

Fewer employees (typically 1-20) with dreams to grow. They need a combination of fast, secure Internet with LTE backup, advanced WiFi for their business and customers, on-the-go voice solutions, a way to monitor their business locations, and TV that entertains and informs - all at an affordable price.



Mid-Market

Large companies that require extra bandwidth and more complex Internet solutions, remote access to their network and the ability to connect multiple sites. Reliability is paramount. They want cloud-based voice solutions with lots of features that run on a dedicated Internet solution.



Enterprise

The largest companies with complex networks, and big IT departments to prove it. They often need our full suite of products, and fast Internet to help employees stay productive and connected across multiple locations.

Comcast Business Offers Tailored Business Solutions



Internet and Data Services



Voice Services



Cybersecurity Services



Video Services



SD-WAN and Networking Services

Program Resources



Engage

- **A Dedicated Channel Team** – To help make selling easier for our partners.
- **Social Media** – Follow us to participate in discussions and share content.
- **Comcast Business Community** – Content written by Comcast Business leaders and other experts.
- **LinkedIn Solutions Provider Group** – An interactive forum to ask questions, trade tips, and share relevant updates about the program.



Educate

- **Webinars** – Monthly, live interactive webinars with Comcast Business subject matter, experts on products, and certifications.
- **Weekly Download Newsletter** – Get the latest industry news, in-depth features on products and services, pricing and promotional information and sales support materials.
- **Technical Product/Solutions Briefings** – regular educational sessions to keep our partners informed on the latest developments.



Enable

- **PrintPoint** – Co-brand pre-approved, high-quality Comcast Business collateral with your company logo and contact information.
- **Comcast Control Center (C3)** – Our Salesforce partner portal makes it easier to price, sell and support our services.
- **Bandwidth Calculator** – Use this tool to help your customers know how much bandwidth they need for optimal performance.
- **Rule of 78s** – Calculate your commissions potential over a three-year term.

COMCAST
BUSINESS



We Are Your Network Crew

Supporting every worthwhile endeavor, there is a group of professionals who make critical things happen behind the scenes. People with skills who make decisions, devise strategies and get the job done while pursuing a singular objective. For each other, our channel partners, their customers and millions of end users, we are that team – we are your Network Crew!



– **Craig Schlagbaum**,
Senior Vice President
and Channel Chief,
Comcast Business

