

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



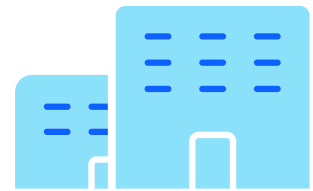
Small Business

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 highlights



Teaming

The Comcast Business Solutions Provider Program is teaming friendly, and:

- Is a great opportunity for mutual growth
- Offers proactive and reactive compensation models
- Allows our partners and the Direct Team to work together to accelerate account penetration and create a holistic approach to selling
- Is available for Comcast Business Internet, Ethernet and SD-WAN



Network Aggregation

Comcast Business offers network aggregation (also known as Offnet Internet Access). Network aggregation:

- Is offered on Business Ethernet opportunities AND on Business Internet opportunities
- Presents an ideal solution for customers that have branches or locations outside Comcast's network coverage area
- Expands our serviceable area, ensuring we can continue to grow and scale our business
- Allows you to work with just one provider for seamless service across 50 states, the District of Columbia and all U.S. territories via a reliable secure nationwide network
- Offers a simple, flexible customer solution with "one hand to shake"



We are here to help you sell

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 – your success is our priority!



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



**COMCAST
BUSINESS**

MASERGY