

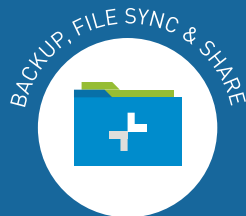


INTERMEDIA

# Empowering Profitability. Expanding Possibility.

Intermedia helps you maximize profitability by strengthening and differentiating your offering. Sell a robust suite of cloud applications under your brand.

## Intermedia Business Cloud Applications



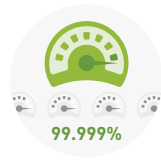
HostPilot® Control Panel

## TOP 5 REASONS PARTNERS CHOOSE INTERMEDIA



### 30+ PRODUCTS. ONE PROVIDER

With Intermedia, there's just one source of support, and one point of control over users, devices & applications.



### 100X BETTER UPTIME COMMIT

Our 99.999% uptime SLA offers a 100X better uptime commitment than many other providers.



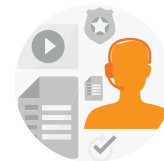
### CUSTOMER OWNERSHIP

You control branding, billing, and pricing. YOU own the customer relationships.



### MAXIMIZE PROFITABILITY

Set your own margins with no ceiling. Plus, >90% customer retention rates = steady revenue.



### WE MAKE IT EASY



Intermedia helps partners across the entire customer lifecycle: marketing, sales, support, migration + more.

## INTERMEDIA'S PARTNER PROGRAM SUPPORTS YOUR WHOLE BUSINESS.

Why do 6,500+ channel partners choose to resell Intermedia's broad suite of cloud services? Because of the strength—and the breadth—of our partner program.

### PREMIERE GO-TO-MARKET SUPPORT

- **Marketing support.** We'll assist in developing your marketing strategies. We'll provide white-labeled collateral, sales tools and more, delivered right through our partner sales portal.
- **Sales enablement.** We'll help with training, setting pricing and developing proposals. We can even join select sales calls.
- **Onboarding and migration.** Our Cloud Concierge experts work behind the scenes to handle your customers' migration—at no additional charge.
- **24/7 phone and chat support.** Our J.D. Power-certified 24/7 technical support is here for you whenever you need us.

	 <b>PRIVATE LABEL</b>	 <b>ADVISOR</b>
<b>This model is perfect for...</b>	<b>MSPs and VARs</b>	<b>IT Consultants, Telecom Agents &amp; Smaller Resellers</b>
<b>What does it cost you?</b>	<b>Nothing.</b> There are no enforced minimum commitments. There's no cost to become a partner.	
<b>Who owns the customer relationship?</b>	<b>You do.</b> You retain full ownership of billing, branding, bundling and every other element of your customer relationship.	<b>We both do.</b> You leverage our brand, billing and support, but we won't actively market to your customers.
<b>How do you sell?</b>	<b>You close the deal.</b> We'll provide brandable marketing materials and expert, behind-the-scenes sales assistance to help you every step of the way.	<b>You close the deal.</b> We'll provide co-brandable marketing materials and expert sales assistance to help you every step of the way.
<b>How do you make money?</b>	<b>You set your margins.</b> We bill you for a wholesale price and you bill your customer at a price you determine.	<b>You get ongoing commissions.</b> Your customer pays our retail prices. We give you a one-time and recurring commission.
<b>Who provides technical support?</b>	<b>You do. (And we'll support you.)</b> You'll provide support for your customers. We'll back you up with 24/7 phone and chat support. We answer our phones in less than 60 seconds.	<b>We do.</b> Our support experts will be here for your customers 24/7.

J.D. Power 2017 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](http://www.jdpower.com) or [www.tsia.com](http://www.tsia.com).

Start reselling today!

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[intermedia.net/resellers](http://intermedia.net/resellers)

