



MegaPath Channel Partner Program

Flexible Requirements | Valuable Benefits



A Partner Program Designed With You In Mind

MegaPath prides itself on building relationships with Channel Partners who share our dedication to customer satisfaction in the managed IP communications space. We believe partnership is the key to success; thus, we designed the MegaPath Channel Partner Program with you in mind—setting flexible requirements and providing valuable benefits. Whatever your business model entails, you have a place in the MegaPath Channel Partner Program.

Select The Program That Fits Your Business And Revenue Goals

Whether you are looking for one time or recurring commissions, no revenue commitment or minimal revenue commitment, access to self-paced, on-demand Webinars or formal product and sales certification, MegaPath has a partner program for you. By partnering with MegaPath, you gain access to selling the best product portfolio in the managed data, voice, VPN, and security services industry. You also benefit from competitive commissions and SPIFFs—both adding to your company’s bottom-line.

Offer Your Customers The Solutions They Need At A Price Point They’ll Like

- **Broadband Access** – a variety of access types to serve single and multi-location customers
- **DuetSM Voice + Data** – voice and data service in one complete, affordable bundle
- **Managed VPN** – create a private, secure MPLS network between all business locations; offer secure remote access via managed SSL
- **Managed Security** – help businesses safeguard their entire network, without the hassles of expensive customer premise equipment

Stay Informed Anytime, Anywhere!

As a MegaPath Channel Partner, you receive access to our secure online Partner Portal where you can enter leads, track orders, see pre-qualification results, get current pricing and promotions, download helpful sales and marketing tools, get on-demand, online training and certification, and much more! The Partner Portal allows you to stay informed anytime, anywhere.

Program Highlights

- Access to the best product portfolio in the industry
- Flexible revenue requirements
- Competitive commissions with timely payouts
- SPIFF Programs
- Dedicated Account Management
- Expert Provisioning and Support
- Easy to do business with
- Access to MegaPath’s online Partner Portal
- Training and Certification

	Referral Partner	Advantage Partner	Master Partner
Profile	Consultants/recommenders of Telecom Services	Regional Telecom Agents, VARs, Integrators, Solution Providers	National Telecom Agents, VARs, Integrators, Solution Providers with a direct sales force and/or sub-agents
Requirements	No minimum revenue commitment	Net new revenue commitment, per year • 2 levels to choose from	Higher net new revenue commitment, per year
Commissions	One-time commission for each referred installed order & promotional spiffs	Percentage of monthly recurring revenue & promotional spiffs	Highest percentage of monthly recurring revenue & promotional spiffs
Benefits	<ul style="list-style-type: none"> • Dedicated Account Rep • Partner Portal • Training Webinars 	<ul style="list-style-type: none"> • Dedicated Account Rep • Partner Portal • Training Webinars • Product and Sales Certification 	<ul style="list-style-type: none"> • Dedicated Account Rep & Priority Support • Partner Portal • Training Webinars • Product and Sales Certification



For more information on the MegaPath Channel Partner Program, please contact us at 1-877-701-8272 or partners@megapath.com