



MegaPath Partner Programs

Grow with an Experienced
Technology Leader

When you partner with MegaPath, we put our experience to work for you. We can help you expand your market position and offer your customers a diverse range of IP communications and connectivity services.

By supplying the right tools and dedicated sales and support resources, we can help you win business and keep your customers satisfied. Here are a few reasons why leading IT consultants, Master Agents and VARs have joined our vast network of partners.

Lucrative Earning Potential

Enjoy timely residual payments or one-time commissions for every deal. It's your choice. You can also add to your earnings with generous spiffs and close more sales with competitive end-user promotions.

Support for Success

Get training and dedicated sales support that nurtures the partnership and assists with onboarding, including initial quoting and ordering.

Diverse Nationwide Portfolio

Expand your portfolio of business services, including Business VoIP, Unified Communications, SD-WAN, Managed Security, Internet Access, and Managed WiFi, all available from one trusted provider, nationwide.

Flexible Partner Programs

MegaPath offers flexible programs for every partner type and size. (See reverse.)

Why MegaPath

- ▶ Comprehensive product portfolio
- ▶ Competitive, lucrative commissions and Spiffs
- ▶ Dedicated, supportive channel managers and sales engineers to help you close deals
- ▶ In-house installation and project managers
- ▶ 100% U.S.-based expert technical support, available 24/7



Available Programs

Alliance Partner

MegaPath's Alliance Partners are paid competitive residual commissions based on an annual revenue commitment.

- ▶ Ideal for Value Added Resellers (VARs), systems integrators and phone interconnects with customers that require a broad range of nationwide services
- ▶ Sell MegaPath services directly or with the help of the MegaPath sales team
- ▶ Access a dedicated Channel Sales Manager
- ▶ Supports Masterstream and Convey participation

Referral Partner

Referral Partners are paid a one-time commission for each new customer deal once it installs. Referral Partners do not have to commit to a specific revenue volume.

- ▶ Ideal for IT consultants that serve a small customer base
- ▶ We will work with you in any manner possible to help you succeed. The MegaPath sales team works directly with your customers, or we can provide back-end assistance to support your efforts
- ▶ No program fees or financial investment

Master Agent

Master Agents are paid at the top of our commission scale based on an agreed upon annual revenue commitment.

- ▶ Ideal for larger technology solution providers with sub-agents or sales representatives who have demonstrated their ability to sell technology services throughout the United States
- ▶ Access dedicated account team for pre-sales, post-sales, billing and support
- ▶ Supports Masterstream and Convey participation

Get Started Today!

MegaPath has been delivering technology services and developing industry partnerships since 1996. Join our partner program and start earning today!

- ▶ Visit www.megapath.com/partners
- ▶ Call 877-701-8272, Option 1

The MegaPath Advantage

All of our partner programs feature the following:

- ▶ Generous, competitive incentive programs, with timely payments
- ▶ Access to MegaPath channel sales resources
- ▶ Not-for-Resale Program gives partners a 50% discount on most services for in-office use or demos
- ▶ Ongoing training
- ▶ Customizable marketing resources
- ▶ Access to MegaPath's expansive, nationwide product portfolio including Business VoIP, Internet Access, Networking & Security services — all available from one trusted provider
- ▶ Partner Catalog for marketing tools and current incentives

