THE LEVEL 3 CHANNEL PARTNER PROGRAM

5 REASONS TO PARTNER WITH LEVEL 3

#1 – IT'S THE SMART WAY TO GROW YOUR BUSINESS

Providing the right services and solutions are critical to your success. Your customers' communications challenges must be solved and their expectations must be met – or your business won't survive in this competitive landscape.

#2 – WE'RE WHERE YOUR CUSTOMERS WANT TO BE

Your customers can access comprehensive voice, video, data, security and managed solutions, as well as our global network footprint to help them stay ahead of the competition. We're connected in over 60 countries and 500+ global markets to help you accelerate your revenue, differentiate your business, provide more value to your customers and increase profitability. Get the growth, security and efficiency you need without the cost or heavy lifting.

#3 – WE'RE COMMITTED TO PARTNERSHIP

We don't just supply you with industry-leading services and a proven global network. Level 3 takes it a step further by offering you a team focused on growing your customer base. From services, to online tools, to connecting you to the expertise you need, we're here to help you close more deals with confidence.

- **Dedicated Channel Managers:** Your Level 3 liaison for insight and assistance

- **Experienced Sales Engineers and Partner Experience Team:** Technical knowledge and support, with operations managed through a Partner Experience Specialist

- **Commissions and Channel-Neutral Compensation:** Competitive compensation, prompt payment and access to the same rates and discounts as our direct sales force

- **Training and Tools for Success:** Access information when you need it with our Partner

- Portal, partner communications, online continuing education and our impressive 24/7/365 quoting platform

- **Marketing and Co-branding Support:** Professional brochures, videos, customer presentations, co-branded materials and market development funds (MDF) enable your selling efforts

#4 – WE HAVE A FULL PORTFOLIO OF PRODUCTS & SERVICES

As a Level 3 Channel Partner you have the ability to offer your customers our full suite of products and services.

- **Data & Internet:** High-speed internet access with data services that combine superior performance and global any-to-any connectivity.

- **Voice and Collaboration:** Help your customers converge networks and create virtual offices with a suite of global voice, video and web conferencing services.
- **Cloud Connect:** Create a secure, reliable path for your customers to realize the efficiency, scalability and flexibility of the cloud without compromising productivity or revenue.
- **Managed and Value Added:** Connect your customers with the expertise to manage their network and reduce their need to invest in additional resources.
- **Security:** Help protect your customers from attacks. Level 3 monitors threats in each network layer and across multiple service portfolios. Our services include DDoS mitigation, access and managed security options.

#5 – WE PROVIDE THE BUILDING BLOCKS FOR YOUR GROWTH & SUCCESS

The Level 3 Channel Partner Program is comprised of three tiers, Elite, Premier and Authorized.
These tiers provide graduated business benefits and rewards based primarily on revenue.

BENEFITS	Level(3) ELITE CHANNEL PARTNER	Level(3) PREMIER CHANNEL PARTNER	Level(3) AUTHORIZED CHANNEL PARTNER
Access to Top Commissions Tier	■		
Pre-Sales Support	■	■	■
Partner Experience Team Support	■	■	■
Post-Sales Support	■	■	■
Enhanced Service Management Support	■		
Online Quoting Tool Access	■	■	■
Partner Portal Access	■	■	■
Access to Partner Spiffs	■	■	■
Access to Customer Promotions	■	■	■
Dedicated Market Development Funds	■		
Discretionary Market Development Funds	■	■	
Sub-Agent Leads from Level 3	■		
Partner Communications	■	■	■
Onboarding Tools	■	■	■
Webinar-based Training	■	■	■
Service and Marketing Materials	■	■	■

TO LEARN MORE ABOUT BECOMING A LEVEL 3 PARTNER, PLEASE VISIT www.level3.com/partners OR EMAIL channel.partners@level3.com