

LEVEL 3[®] CHANNEL PARTNER PROGRAM

THE SMART WAY TO GROW YOUR BUSINESS

Providing the right services and solutions is 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.

Growing your business with the Level 3 Channel Partner Program just makes sense. Regardless of whether you're selling with us or building our services into your portfolio, it's the smart way to access comprehensive voice, video, data, security and managed solutions, as well as the global network footprint you need to stay ahead of the competition. Level 3 can help you accelerate your revenue, differentiate your business, provide more value to customers and increase profitability. Get the growth, security and efficiency you need without the cost or heavy lifting.

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. We offer 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: Leverage your Level 3 liaison for insight and assistance.

Experienced Sales Engineers and Partner Experience Team: Get the technical knowledge and support you need, while managing your operations through a partner experience specialist and the responsive Level 3 Partner Support Desk.

Commissions and Channel Neutral Compensation: Earn some of the most competitive compensation within the industry, get paid in a timely manner and access 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 x 7 quoting platform.



Expansive Footprint and Markets: Prepare for growth with our scalable, global IP network built for reliability and maximum coverage. And we enable cross-connects to multiple carriers in approximately 350 locations.

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

Products & Services

Colocation: Help enhance business operations with Level 3 Premium Colocation Facilities that meet uniform environmental and security standards.

Data & Internet: Deliver 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.

Managed and Value Add: Connect your customers with the expertise to manage their network and reduce their need to invest in additional resources.

Cloud Connect: Finding success in the cloud requires a solid network strategy. Find the right network strategy, the right connection and the right network partner at Level 3.

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.

Building Blocks for Growth

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 Commission 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	✓	✓	✓

ABOUT LEVEL 3

We build, operate and take end-to-end responsibility for the network solutions that connect you to the world. We put customers first and take ownership of reliability and security across our broad portfolio.

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DATA NETWORKS | SECURITY | CONTENT DISTRIBUTION | DATA CENTERS | APPLICATION PERFORMANCE | VOICE | UCC