

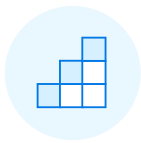


INTERMEDIA® CHAMPIONS PROGRAM

The partner program you need to grow your business.

Gives you everything you need to boost your cloud business, maximize your profits, and own your customer relationships.

2023 BENEFITS FOR ALL



Increasing benefits that fuel your growth as your incremental sales climb



Quick-start onboarding and sales enablement programs



Access to white glove marketing VIP program and tools



Luxury annual incentive trip for qualified partners



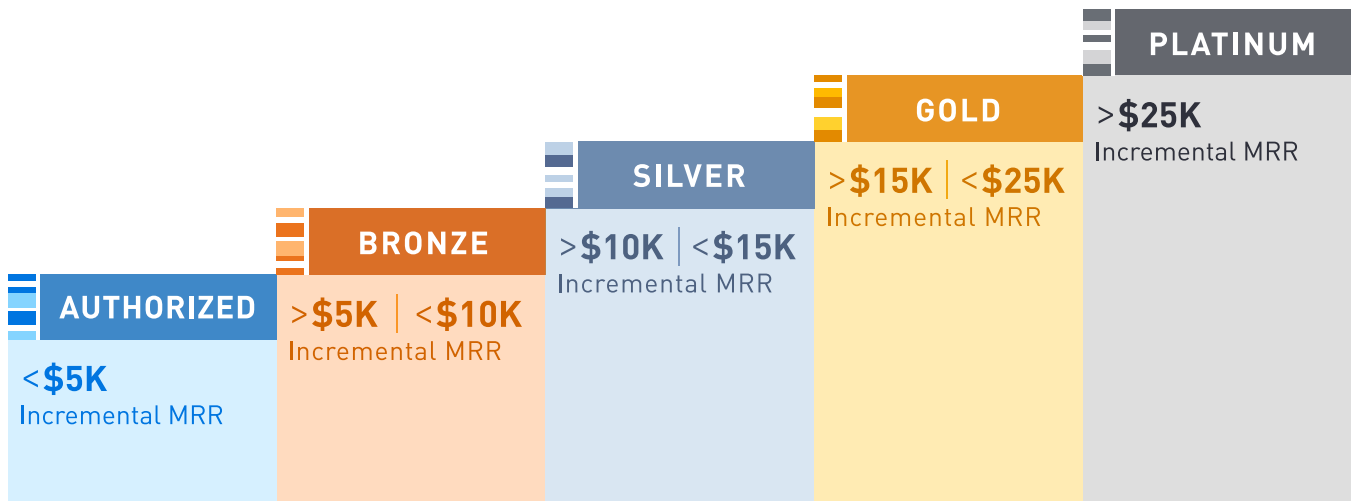
MDF eligibility for customer acquisition and upsell programs



Exclusive and customized incentives

INTERMEDIA CHAMPIONS PROGRAM

General Requirements to Achieve Tiers



INCLUDES: AnyMeeting (Online Meeting), Intermedia Unite® (Elevate), SIP Trunking and Contact Center

Champions Program Tiers and Benefits

BENEFIT	AUTHORIZED	BRONZE	SILVER	GOLD	PLATINUM
Marketing VIP	●	●	●	●	●
High Flyers Club	●	●	●	●	Automatic Qualification*
Field Marketing Support	Robust Self Service Tools	Consultative Resource	Assigned Resource	Strategic Resource	Dedicated Strategic Resource
Marketing Business Reviews	●	Discretionary	Discretionary	Quarterly	Monthly
Co-Marketing Plan Development	●	Guidance and Support	Consultative Support	Strategic Support	Dedicated Strategic Support
Website Review	●	●	●	●	●
Prospect Events (Includes Virtual & In Person)	●	●	●	●	●
Lunch & Learns (Internal/External)	●	●	●	●	●
Blitz Days (Sales Enablement)	●	●	●	●	●
Demand Generation	●	●	●	●	●
Communications & Advertising	●	●	●	●	●
Custom Pilot Programs	●	●	Discretionary	●	●
Market Development Funds (MDF)*	N/A	Eligible	Eligible	Eligible	Priority
Sponsorships	●	Discretionary	Discretionary	Discretionary	●
Events	●	●	●	●	●
Digital Marketing	●	●	●	●	●
Print Advertising	●	●	●	●	●
Intermedia All Access Sales & Marketing Platform	Full Access	Full Access	Full Access	Full Access	Full Access
Partner Marketing 101 (High Level IAA Intro)	●	●	Consultative	Strategic Support	Customized
Training & Support	On Demand Library & Office Hours	Guidance & Office Hours	Consultative & Office Hours	Custom 1:1 Training	Custom 1:1 Training
Collateral Customization	●	●	●	●	●
Campaign Deployment	Self Service	Guidance	Consultative	Strategic Support	Customized
Social Media Campaigns	Self Service	Guidance	Consultative	Strategic Support	Customized
Data Analytics	Self Service	Guidance	Consultative	Strategic Support	Customized
Sales & Marketing Webinars	●	●	●	●	●
Partner Enablement Programs	Basic Access	Basic Access	Full Access	Full Access	Full Access
Not for Resale Product (NFR)	Discretionary	50% Discount	100% Discount	100% Discount	100% Discount
Support Access	Standard	Standard	VIP	VIP	VIP
Live PCD Support	●	●	●	●	●
Free Demo Accounts	●	●	●	●	●
Onsite Training	On Demand Training Library	On Demand Training Library	●	●	●
Free Intermedia University Access	●	●	●	●	●
Champions CoSell Program	●	●	Qualification Required	Qualification Required	Automatic Qualification
Assigned Channel Manager and PreSales Engineer	●	Discretionary	●	●	●
Dedicated Enablement Manager	●	●	●	●	●
SCSM Support	●	●	●	●	●
QBRs Roadmap Review	●	Discretionary	●	●	●



Intermedia has been recognized by J.D. Power for providing "An Outstanding Customer Service Experience" for its Assisted Technical Support. J.D. Power 2021 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 or www.tsia.com.

For questions regarding Intermedia Champions Program, please contact your account representative.

