Sell the Way You Want!

Intermedia lets you choose from two, robust partner models based on what's right for you and your customers...with flexibility to the choose the best option on a customer-by-customer basis.

	RESELLER		ADVISOR
	Private Label	Co-Branded	
Customer Relationship	You Own The Relationship		We Both Own The Relationship
Closing The Deal	You Close The Deal		You Close The Deal
How You Make Money	You Set The Price & Control Your Own Margins		We Pay You Commissions
Customer Support	You Provide Level 1 Technical Support & We Support You		We Provide Technical Support
Product Brand	Private Label	Intermedia Unite	Intermedia
How You Go To Market	Your Brand	Co-Brand	Intermedia Brand

Marketing Resources

We are looking for new ways to help you and your customers' business. Here are some new programs Intermedia® has built to help you educate your customers and enable their remote work environments while growing your brand.

- Campaigns-in-a-box
- Webinar-in-a-box
- Product Brochures
- MDF Funds and Spiff Opportunities
- Marketing Support
- Promotions and Incentives

Visit our E-Z Access portal today at
https://sp.serverdata.net/ez-access/
to download the materials!

Other Services

EXCHANGE EMAIL AND MORE
Intermedia provides secure, reliable Exchange Email, with additional options to meet the unique needs of your customers, whether that's compliance with HIPAA, FINRA, GDPR or other regulations or boosting employee productivity with better tools. All with a 99.999% uptime SLA and J.D. Power-certified 24/7 support.

INTERMEDIA EMAIL PROTECTION
Intermedia Email Protection is included with Exchange for comprehensive, multi-layered protection against malware, targeted attacks and unknown email threats.

MICROSOFT 365® AND OFFICE 365® APPS
Easy-to-provision Microsoft plans for the latest versions of productivity apps (Word®, Excel®, PowerPoint®, Outlook® and more) with desktop and online options.

SECURISYNC® BACKUP & FILE SHARING
SecuriSync combines real-time file backup with business grade sync and share and ransomware protection, as well as advanced anti-malware scanning from Bitdefender.

EMAIL ARCHIVING
Intermedia's Email Archiving helps keep Intermedia Exchange emails securely archived and easily accessible. It offers the preservation, search and restore features that your customers need to protect their business.

ENCRYPTED EMAIL
Encrypted Email from Intermedia is an easy way to protect sensitive outgoing emails and files, with predefined and editable policies for healthcare, finance and legal customers.
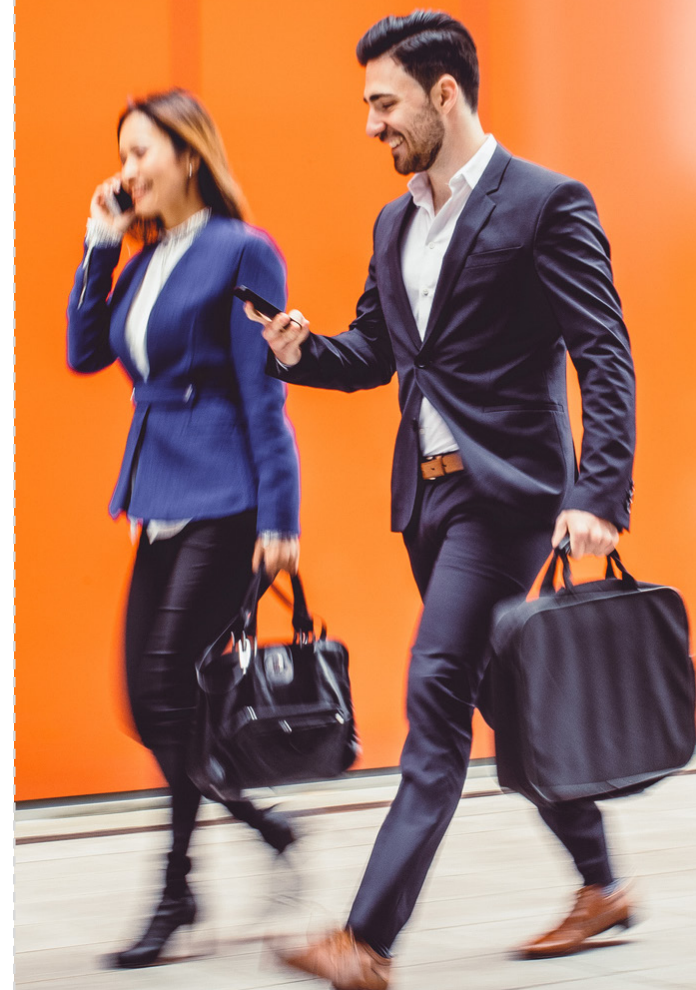
CONTACT US TO LEARN MORE:
800.379.7729 | sales@intermedia.net
intermedia.net

INTERMEDIA

We Work For You!

INTERMEDIA.NET

Why Intermedia?

Maximize your profits while delighting your customers with Unified Communications, Contact Center, and business email solutions from Intermedia. When you partner with us, your company is backed 100% by us.

Intermedia's 360° approach to partner success makes it easy for channel partners to sell, set up, manage, and support the cloud while achieving strong margins, earning up to 5x more revenue, owning their customer relationships, and building value in their businesses through private label, co-branded, and branded partner programs.

Intermedia Differentiators

- 99.999% financially-backed SLA
- No contracts (Month to Month)
- Free partner certification and demo
- J.D. Power-certified support
- HIPAA and PCI Compliant –BAA is available
- No Hidden Fees!

Intermedia Unite®

A fully integrated unified communication and collaboration platform.

Intermedia Unite is:

- **Easy to Buy** — You will be assigned a dedicated rep, and access to our Partner Portal, where you can get quotes, or place orders online.
- **Easy to Deploy** — It offers plug and play phones, easy setup and configuration, along with simple app downloads for all your user devices.
- **Easy to Manage** — Manage all your Intermedia services from HostPilot®: the powerful control panel that integrates your entire cloud.
- **Easy to Sell** — Our Partner Concierge team is dedicated to help you succeed. Our online tools will even calculate your telco taxes for you.
- **Easy to Support** — Training tools, educational videos, ability to leverage the sales engineering team, and our partner QoS dashboard are all available at no charge.

Intermedia AnyMeeting®

Intermedia AnyMeeting is a powerful online meeting solution built for businesses of all sizes. AnyMeeting is available on desktop and mobile devices providing the collaboration tools customers need today and the flexibility they need tomorrow. With HD audio and video, interactive collaboration tools, and artificial intelligence capabilities, AnyMeeting transforms communications with a smarter, faster, engaging, and actionable meeting experience.

Intermedia AnyMeeting Webinar helps companies reach a broader audience and grow their business by hosting large-scale virtual events. Presenters use video, audio and screen sharing to market products and services to audiences anywhere. Participants are encouraged to engage with the presenter in real-time through Q&A, emoji's and live polls. AnyMeeting Webinar is designed to help grow any business, from anywhere.

Intermedia Contact Center

With Intermedia Contact Center, you can differentiate from the competition where it matters most – the customer experience.

- Customizable call flows and QA features
- Voice, chat, and e-mail queues combine into a single omni-channel experience
- Real-time customer insights speed agent-customer interactions
- Dynamic notifications
- Deep historical reporting

Here are five key questions to help you identify if there is a contact center hiding within your customers business.

1. Does your customer reach out to people to generate business?
2. Does your customer have multiple departments that interact with their customers?
3. Do people contact your customers business to resolve issues?
4. Are callers often transferred more than once?
5. Does your customer often have more customer interactions than staff to handle them?