

Exclusive Authorized Agent Program

Exclusive Program, No Commitments, Upfront Pay.

Deltacom[®] is seeking select new agents for our exclusive program. If you are a self-motivated and successful business-to-business sales professional with a strong background in telecommunications, we want you to join our team!

Deltacom is one of the largest telecommunications companies in the Southeast, providing **cost-effective, reliable communications solutions** to businesses of all sizes. Our new exclusive agent program is dedicated to the development of **longstanding, mutually prosperous partnerships** with Exclusive Agents, Systems Integrators, and Value Added Resellers (VARs).

“We feel that Deltacom’s new agent program is a good fit for us because commissions are paid out in a lump sum upfront rather than a partial payment and then monthly payments. This will give us more control of the finances related to selling the Deltacom products, such as operating overhead, sales commissions, marketing and advertising.”

– Terry G. Perry, Vice President,
Custom Telephone Service, Inc.

PROGRAM BENEFITS

- Sell **without contract sales commitments** or quota commitments!
- Earn high dollar commissions **paid UP-FRONT, with no residual delays**
 - For example, if you sell a \$1,500 deal with a 36-month term at 15% commission, you receive an \$8,100 payout up-front
- Be part of the industry changing Exclusive Authorized Agent program
- Strengthen your customer relationships by positioning Deltacom’s comprehensive solutions
- Access Deltacom’s exclusive dedicated partner support team

Earn the most and build your business with Deltacom!

Contact our Alternate Channel Team.

877.610.5775 – partnerprograms@deltacom.com

Exclusive Authorized Agent Program

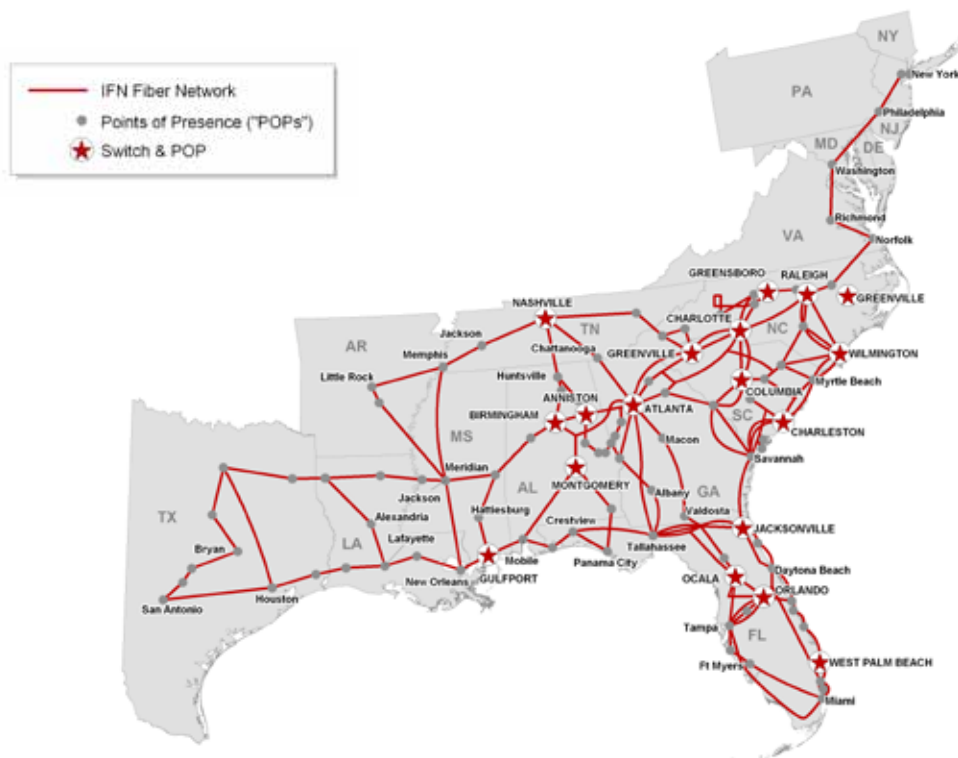
INDUSTRY LEADING COMMUNICATIONS SOLUTIONS

As a Deltacom Exclusive Agent, your customers have access to the solutions they need to drive efficiencies for their businesses, ranging from stand-alone voice and data services to comprehensive integrated communications bundles.

- ▶ **Integrated voice, data and Internet access** – dynamic/channelized/PRI options
- ▶ **Long distance and toll free** – domestic and international
- ▶ **Integrated T-1 bundled with an IP-based phone system, desk top terminals and eco-friendly multifunction printers** – no capital expenditure required
- ▶ **Multiprotocol Label Switching (MPLS)** – available with integrated voice or stand alone
- ▶ **Internet** – email, IP addresses, firewall and Ethernet access available
- ▶ **Mobile** – voice and data
- ▶ **Conferencing services** – voice and web-based

DELTACOM'S OWNED AND OPERATED FIBER OPTIC NETWORK

Our extensive broadband fiber network spans 15,965 fiber route miles across the Southeastern U.S. Our network is accessible via 263 fiber Points of Presence (POPs) and switch sites, and 271 ILEC collocations.



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