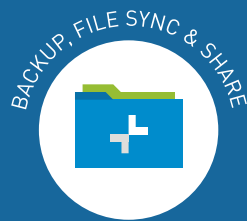


Empowering Profitability. Expanding Possibility.

Intermedia helps you maximize profitability by strengthening and differentiating your offering. Sell a robust suite of cloud applications under your brand.

Intermedia Business Cloud Applications



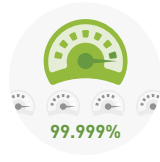
HostPilot® Control Panel

TOP 5 REASONS PARTNERS CHOOSE INTERMEDIA



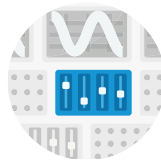
30+ PRODUCTS. ONE PROVIDER

With Intermedia, there's just one source of support, and one point of control over users, devices & applications.



100X BETTER UPTIME COMMIT

Our 99.999% uptime SLA offers a 100X better uptime commitment than many other providers.



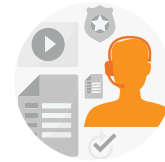
CUSTOMER OWNERSHIP

You control branding, billing, and pricing. YOU own the customer relationships.



MAXIMIZE PROFITABILITY

Set your own margins with no ceiling. Plus, >90% customer retention rates = steady revenue.



WE MAKE IT EASY



Intermedia helps partners across the entire customer lifecycle: marketing, sales, support, migration + more.

INTERMEDIA'S PARTNER PROGRAM SUPPORTS YOUR WHOLE BUSINESS.

Why do 6,500+ channel partners choose to resell Intermedia's broad suite of cloud services? Because of the strength—and the breadth—of our partner program.

PREMIERE GO-TO-MARKET SUPPORT

- **Marketing support.** We'll assist in developing your marketing strategies. We'll provide white-labeled collateral, sales tools and more, delivered right through our partner sales portal.
- **Sales enablement.** We'll help with training, setting pricing and developing proposals. We can even join select sales calls.
- **Onboarding and migration.** Our Cloud Concierge experts work behind the scenes to handle your customers' migration—at no additional charge.
- **24/7 phone and chat support.** Our J.D. Power-certified 24/7 technical support is here for you whenever you need us.

	 PRIVATE LABEL	 ADVISOR
This model is perfect for...	MSPs and VARs	IT Consultants, Telecom Agents & Smaller Resellers
What does it cost you?	Nothing. There are no enforced minimum commitments. There's no cost to become a partner.	
Who owns the customer relationship?	You do. You retain full ownership of billing, branding, bundling and every other element of your customer relationship.	We both do. You leverage our brand, billing and support, but we won't actively market to your customers.
How do you sell?	You close the deal. We'll provide brandable marketing materials and expert, behind-the-scenes sales assistance to help you every step of the way.	You close the deal. We'll provide co-brandable marketing materials and expert sales assistance to help you every step of the way.
How do you make money?	You set your margins. We bill you for a wholesale price and you bill your customer at a price you determine.	You get ongoing commissions. Your customer pays our retail prices. We give you a one-time and recurring commission.
Who provides technical support?	You do. (And we'll support you.) You'll provide support for your customers. We'll back you up with 24/7 phone and chat support. We answer our phones in less than 60 seconds.	We do. Our support experts will be here for your customers 24/7.



For more information, contact the D&H Cloud Solutions Team at cloudsolutions@dandh.com or open your portal at www.intermedia.net/dandh