



“PAETEC’s strong commitment to channel partners and its consistent performance over time has earned high marks with Intelisys’ partner community. Agent loyalty is something that must be earned. PAETEC understands that and has delivered.”

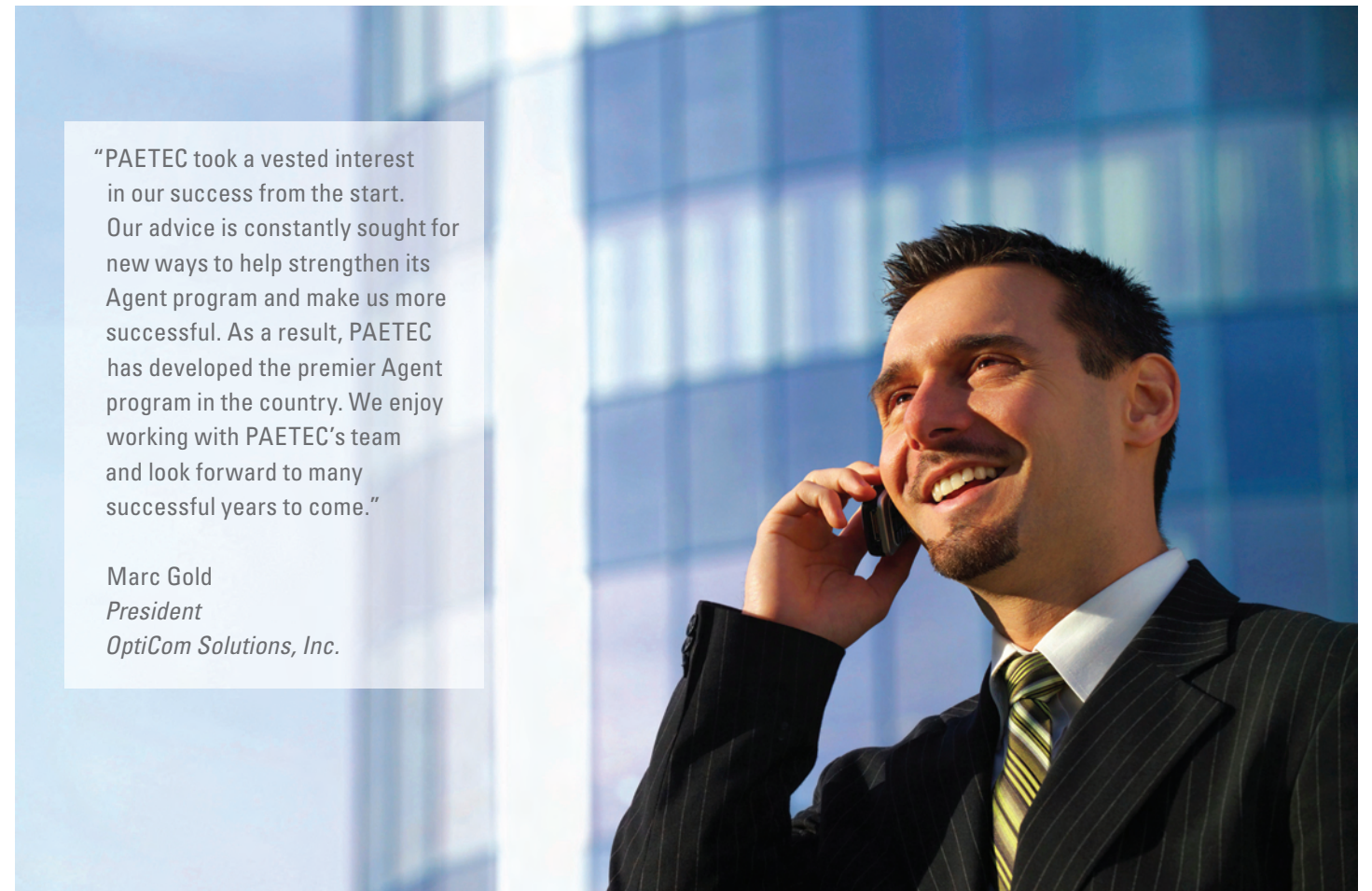
Rick Dellar
Co-Founder
Intelisys Communications, Inc.

Elite Benefits for Our Top Performing Agents

- Agent Advisory Board membership
- Advanced sales training, including certification
- Business and Sub-Agent development programs
- Extended service and support coverage
- Co-op marketing opportunities, including telemarketing
- Annual contest trip, including opportunities to share business experiences and ideas



To learn how you can benefit from PAETEC’s Authorized Agent program, e-mail channel_marketing@paetec.com.



“PAETEC took a vested interest in our success from the start. Our advice is constantly sought for new ways to help strengthen its Agent program and make us more successful. As a result, PAETEC has developed the premier Agent program in the country. We enjoy working with PAETEC’s team and look forward to many successful years to come.”

Marc Gold
President
OptiCom Solutions, Inc.

SUCCESS

OUR AGENTS ACHIEVE IT

10 Reasons to Become a PAETEC Authorized Agent



1. Nationwide Coverage – allows you to service customers with multiple locations

- Service in 82 of the top 100 Metropolitan Statistical Areas in the US
- Virtual Private Networking to over 50 countries in 6 continents
- “Rock solid” IP and TDM based infrastructures

2. Financial Stability – our strength is key to your long term success

- Free cash flow positive since 2002
- 4.41 million access line equivalents
- Profit Assistant - our profitability analysis tool ensures sound business agreements, driving your agency’s prosperity and longevity

3. Comprehensive Portfolio – offer more services to gain more wallet share and improve retention

- Extensive Unified Product and Solution portfolio available across all markets
- Award winning premise based telephony server solutions
- Established experience in key industry verticals, including financial services, government, healthcare, higher education, and hospitality

4. Innovative Product Development - aimed at producing products and services that capture maximum end-user wallet-share

- Value add services include Business Continuity and Security Solutions
- Diverse services include IP Telephony servers and Service Lifecycle Management software suite

5. High Earnings Potential – we have a proven track record

- Timely payments ensure consistent cash flow
- Aggressive residuals provide continuous revenue stream
- Upfront SPIFFs motivate increased sales

6. Exclusive Differentiators – fight unfair and win more business

- Innovative financing programs provide customers with a method for acquiring equipment and software with minimal or no capital outlay
- PAETEC was the first communications service provider to achieve ISO 9001:2000 certification companywide, demonstrating our ongoing commitment to delivering the highest quality services
- PAETEC has strategic technology relationships with many leading technology companies in the world, including Avaya, Cisco Systems, and Alcatel-Lucent

7. Comprehensive Training – knowledge is power and we insure you have access to the knowledge

- Products and service training geared at elevating PAETEC agents above the competition
- Sales training sessions prepare you for sales calls and improve your close ratio and up-sell probability
- Sales toolkits assist the presentation of PAETEC’s value proposition in a manner receptive to C-level decision makers

8. Online Portal with Self Serve utilities – provides you with access to information when you need it.

- Gain immediate, secure access to customers critical usage data, network tools, and more than 20 real-time reports you need to make business-critical decisions
- Quote circuits, create paperwork & order, without account manager involvement
- Allow customers to fully manage their accounts so you can spend more time cultivating new business

9. Outstanding Service Delivery – selling a customer is half the battle, delivery is the other half

- Live customer service, available 24x7x365, via 3 Network Operations Centers facilitates issue resolution in a timely manner
- End-to-end project ownership ensures consistency and accountability of service
- Trained Network Operations Center (NOC) specialists keep customers operating at peak performance through extensive product knowledge and state-of-the-art tools
- Proactive account consultation helps customers stay informed from order status and implementation dates to service provisioning and network performance measurements

10. Experienced Technical Resources – insures the right solution is developed for your clients

- Experienced Channel Managers are available for sales calls, training, and support to help develop communications solutions tailored to customers’ budgets and business plans
- Technical Consultants and Product Specialists are available to help develop customers’ network solutions
- Streamlined on-boarding process ensures agents rapidly become and remain productive.