

# Build your cloud business as an Intermedia partner

Intermedia supports you with the best Partner Program in the industry.

Intermedia is the largest provider of cloud-based business applications for SMBs and the channels that serve them—as well as the world's largest independent provider of hosted Exchange.

Learn how we enable our partners with the most comprehensive suite of business-grade cloud services available—backed by our industry leading Partner Program and our famous worry-free experience.



**INTERMEDIA**

The Business Cloud™

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**Become an Intermedia partner in minutes.**

CALL US

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ON THE WEB

**[Intermedia.net/resellers](http://Intermedia.net/resellers)**



**800.873.5528**

**[WWW.TARGETD.COM](http://WWW.TARGETD.COM)**

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# Who is Intermedia?

## Intermedia enables its partners to deliver the essential services that SMBs need to do business.

This includes hosted Exchange, Hosted PBX, SecuriSync file sync and share, SIP Trunking, Intermedia AppID for identity and access management, security, mobility and more.

Intermedia enables over 14,000 channel partners—including VARs, MSPs, telcos and cable companies—to choose between our Advisor and Private Label models on a customer-by-customer basis. Advisors leverage the Intermedia brand to drive sales, while Private Label partners get full control over billing, pricing and every other element of your customer relationships.

All of our services are pre-integrated for a seamless user experience. They're all managed

via our Partner Portal with just one login, one password, one bill and one source of support—creating tremendous cross-service efficiencies for both you and your customers. And they all offer enterprise-grade security, 99.999% availability and 24/7 technical support for partners to assure a worry-free experience.

Founded in 1995, Intermedia was the first to offer hosted Microsoft Exchange. And with 100,000 customers and 1,000,000 users, we're the world's largest independent provider of hosted Microsoft Exchange.

Our 600 employees in 3 countries manage 10 datacenters to power our Office in the Cloud—and to assure our famous worry-free experience.

## Three reasons why partners choose Intermedia:



### Office in the Cloud™

We're a one-stop shop for essential IT services.



### HOSTPILOT®

All our services are integrated and managed from a single, central control panel.



### Worry-Free Experience™

Our expert migration, 24/7 support, and 99.999% SLA keep you focused on your customers.

# Intermedia's Services

## Intermedia's Office in the Cloud integrates more than two dozen essential IT services.

All our services include 24/7 technical support for partners, onboarding assistance from our Cloud Concierge™ team of experts, a 99.999% SLA, and more. And they're all available to resell as an Advisor or under a private label relationship.



Hosted Exchange

Hosted Exchange delivers essential productivity tools powered by the world's largest independent hosted Exchange provider.

Business-grade email, shared calendars and shared contacts • Cross-device syncing • Spam and virus protection from McAfee • Free migration performed by our Cloud Concierge team



Hosted PBX

A cloud-based phone system that helps SMBs communicate better while dramatically streamlining management and scalability.

Fortune 500-style calling features • 50% savings on capital, maintenance and long-distance calls • No FCC taxation headaches • Forms the cornerstone of our UCaaS solution (recognized as a visionary by Gartner)



SIP Trunking

Save money and improve reliability by routing calls over the Internet—instead of through the phone company.

Cuts phone costs up to 50% • Increases phone system reliability • Customers can keep their existing phone system and numbers • Assures crystal-clear voice quality • Easy-to-use web-based administration



SecuriSync

An integrated file sync and share service that offers simplicity and mobility without risking control or protection.

Sync files across every device • Collaborate inside and outside of the company • Mobile ready • Powerful control over access • At-rest and in-transit encryption



Intermedia AppID

Offer Single Sign-On to centralize access for ALL your customers' web apps—enhancing security and improving productivity.

Works with ANY web app • Add 2-factor authentication to any app • Easily enforce strong password policies • Improve productivity with one-click, one-password access to all apps

### Other integrated Intermedia services available for resale:

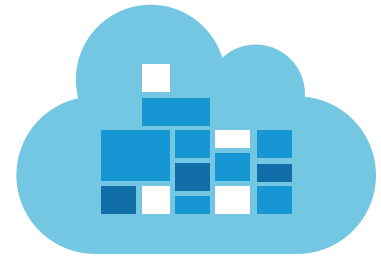
SharePoint • Lync • Email Archiving • Encrypted Email • Cloud Server • PC Backup • McAfee DLP and Email Continuity • Conference Calling • Toll-Free Numbers • Fax via Internet • And much more

# Our Partner Program



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## Intermedia's Partner Program is the best in the industry.

Intermedia offers its partners a proven on-ramp into the cloud while ensuring that you retain full control. There are two ways to resell Intermedia services:

### ADVISOR MODEL

Resell direct Intermedia plans. We service the account and pay you an upfront and a recurring monthly commission over the life of the account.

### PRIVATE LABEL MODEL

Resell unique Intermedia private label plans under your brand, where you own the customer billing and the overall customer relationship.

As an advisor, you'll make money from every customer your refer to Intermedia for the duration of their relationship with us. As a private label partner, you'll enjoy the following benefits:

#### Own your customer relationships.

You can choose on a customer-by-customer basis to act as an Advisor or as a Private Label Partner. If you choose the latter, you control all aspects of your customer relationships, including billing. Customer never has to know we exist.

#### Control billing & bundling.

With full control over billing, you can create all-encompassing IT solutions that include our services and yours.

#### Use your own branding.

As an Intermedia partner, you build your business under your brand, not ours.

#### Integrate with your existing applications.

Intermedia's partner portal has robust API for integration with your existing systems. It also offers pre-packaged integrations for applications like Salesforce, ConnectWise and QuickBooks.

#### Centralize your administration.

Our brandable web-based control panel centralizes and automates management tasks to make administration seamless. This reduces your administration overhead and helps you increase your margins.

### We're here to help you succeed

We help all our partners generate demand, close sales, and build long-lasting customer relationships.

#### Marketing support.

We provide white-labeled collateral, sales tools and more.

#### Sales enablement.

We help with training, setting pricing and developing proposals to help you close deals

#### 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.

Intermedia is here for you whenever you need us.



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