

COMCAST BUSINESS | MASERGY

Solutions Advisor Program

Comcast Business and Masergy Overview

Solutions Advisor Program



A leader in connectivity and global secure networking solutions for future-ready businesses

COMCAST BUSINESS

- Culture of **winning**
- Unparalleled **scale**
- Identity of being **disruptive**
- Willingness to **invest**



- **Global** reach
- **Intimate** customer engagement approach
- Skills in **solution complexity**

COMCAST
BUSINESS

MASERGY

Global Reach and Customer Intimacy, at Scale

Comcast Business and Masergy have joined forces

Together, we are keeping businesses of all sizes future-ready with:



Reliable connectivity



Intelligent networking



Advanced security



And more!

We are your one provider for all your secure networking needs.

Importance of the Masergy Acquisition

Masergy has enabled our program to quickly become a provider of global secure connectivity and intelligent networking services.

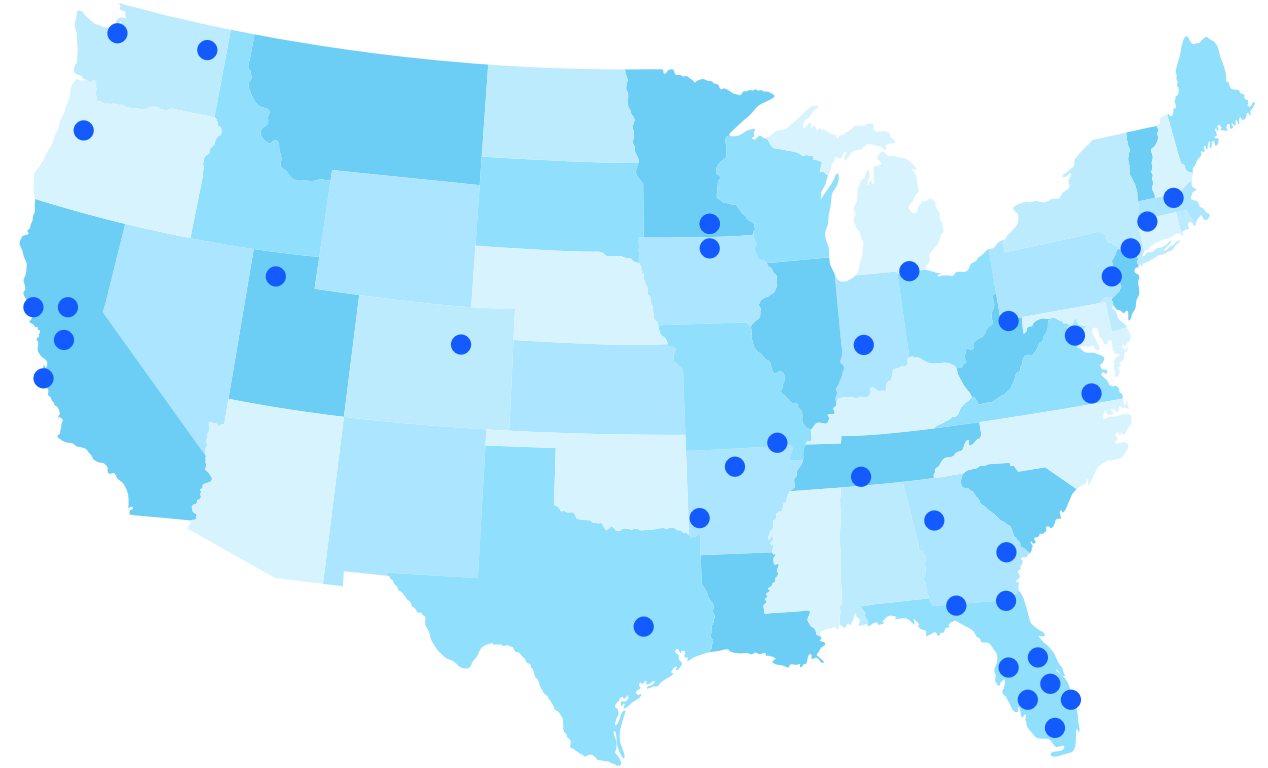
Nearly **20 years**
of pioneering
**software-
defined
networking**

Trusted by more than
1,400
customers
in over
100 countries

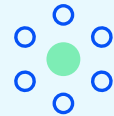
One of the
**fastest
growing**
SD-WAN providers
in the country

A diverse network

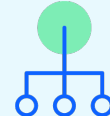
- **High Bandwidth** – 2 Mbps scaling up to 100 Gbps
- **Nationwide coverage**
- **Uptime and jitter SLAs** with Ethernet Data Services
- **Physically diverse network** from telcos
- Self-serve customer portal
- **Network monitoring and management** 24x7x365 from redundant NOCs



Over 1.8 million
Ethernet-enabled
buildings



Capacity that scales
up to **100 Gbps**



185k fiber
route miles



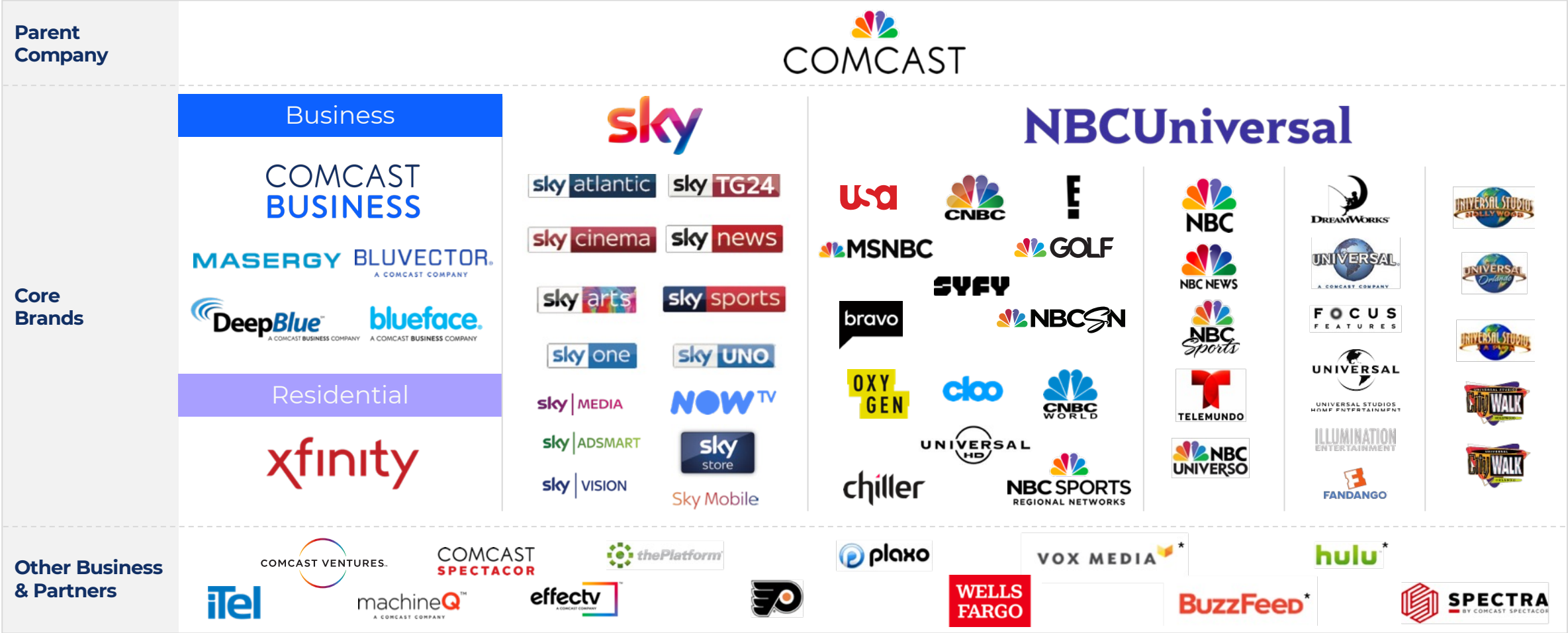
700+ connected
data centers



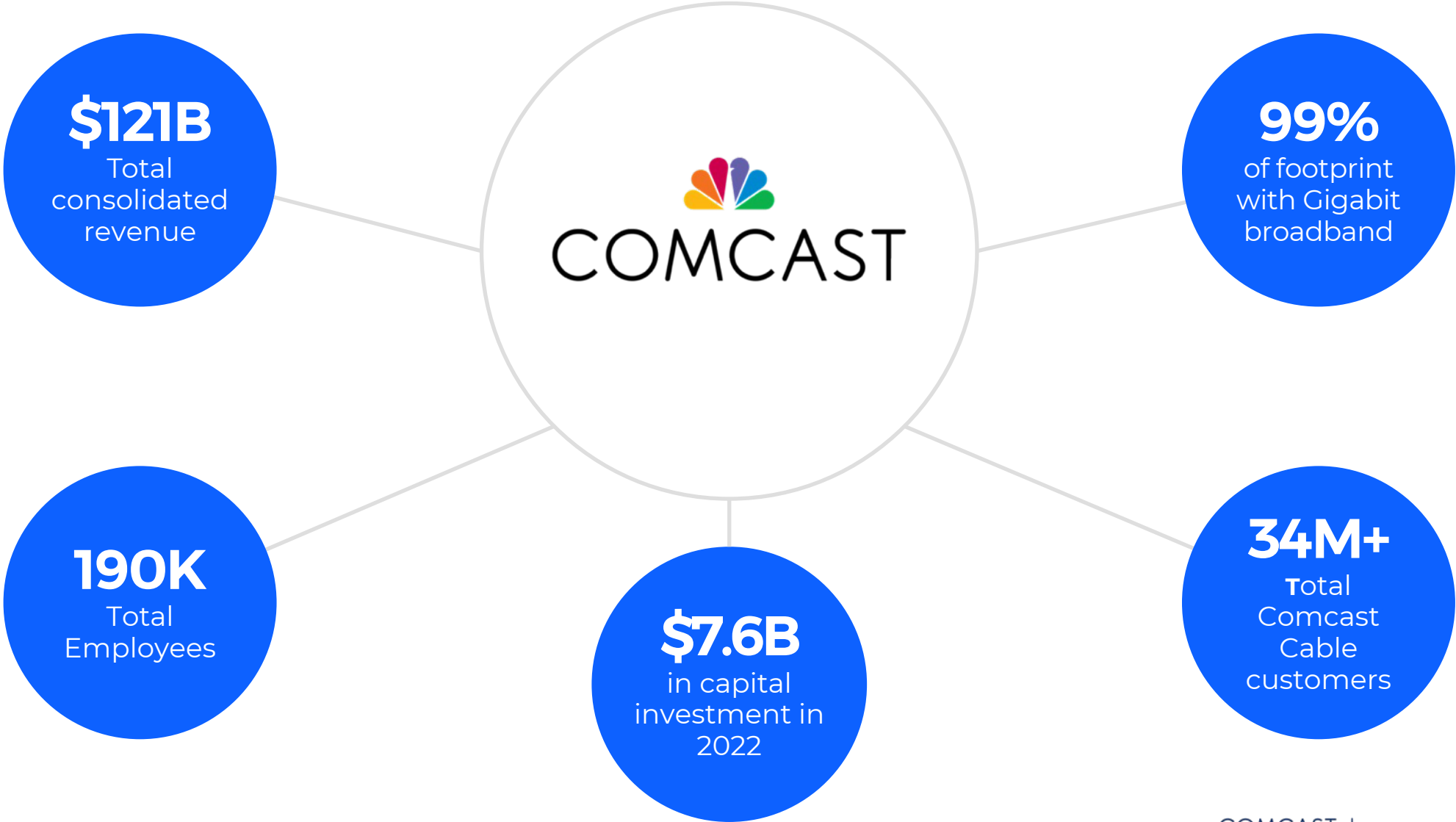
One of the largest
Voice over IP provider
in the nation

Leveraging our ecosystem

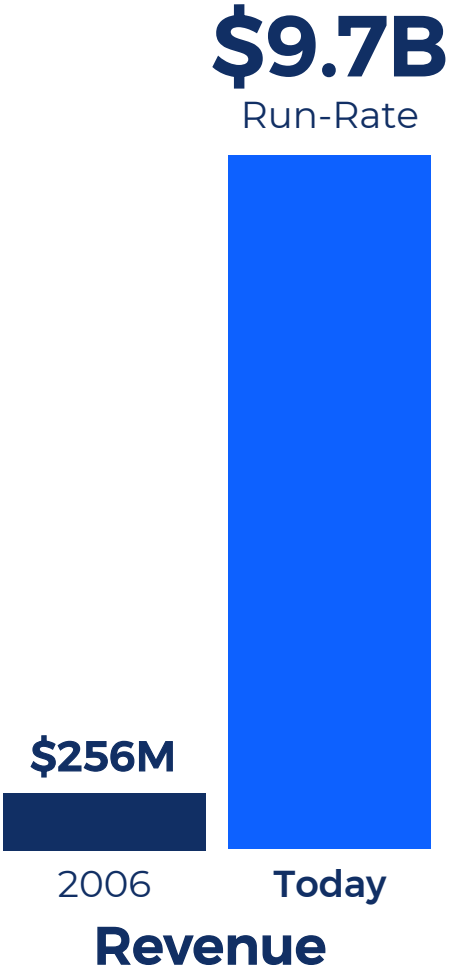
Uniquely positioned at the intersection of technology & media



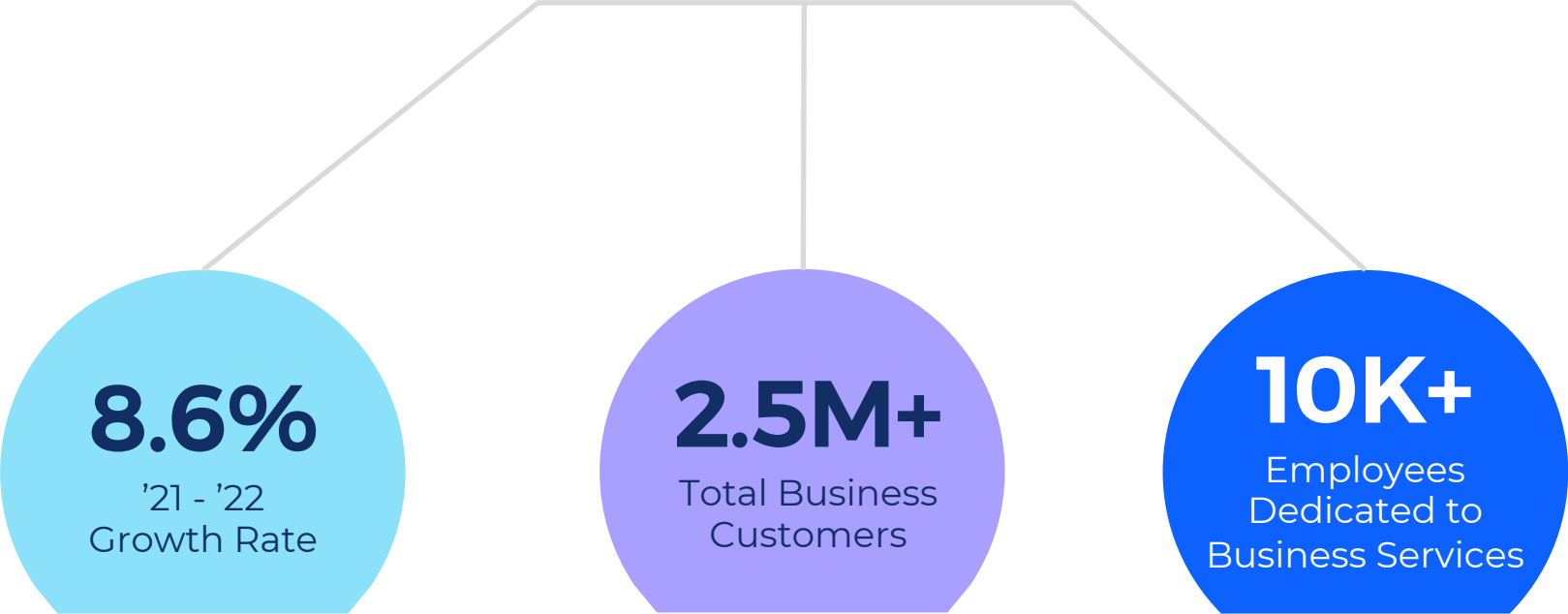
Comcast – strength of our business



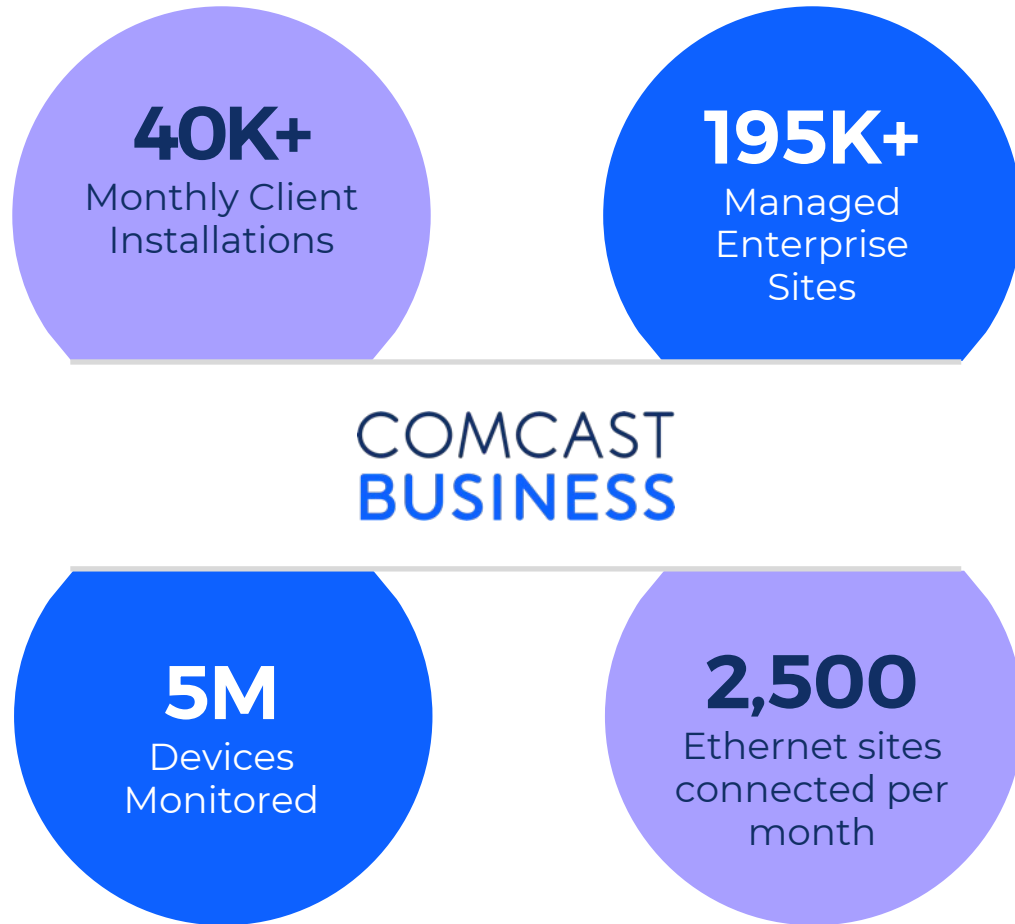
Where we are



COMCAST BUSINESS

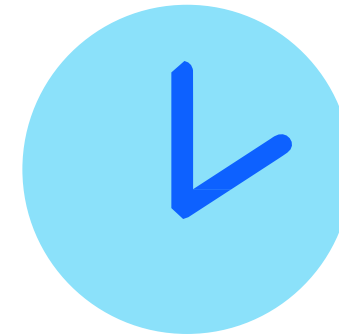


Comcast Business – by the numbers



A New Internet Customer Every

16 Seconds



An Ethernet Location Installed Every

5 Minutes

The Comcast Business and Masergy Solutions Advisor Program



CRAIG SCHLAGBAUM

SVP & Channel Chief, Comcast Business and Masergy

[Watch the video](#)

ONE program, ONE goal:
helping you sell

Your success is our priority.
We have the solutions and
the people to support you.

“Our team is dedicated to
making our partners
successful...it’s the focus of
each and every person in
our program. Our combined
Comcast Business and
Masergy team is best-in-class,
profitable and here to stay.”

– Craig Schlagbaum, SVP and
Channel Chief at Comcast Business
and Masergy

It pays to be a Comcast Business Solutions Advisor

APEX ADVISOR	ADVANCED ADVISOR	ADVISOR
<p>To achieve Apex Advisor, partners must have a minimum \$10,000 average monthly sales AND Advanced Solutions Sales. By Invitation Only.</p>	<p>To achieve Advanced Advisor, partners must have a minimum \$5,000 average monthly sales AND Advanced Solutions Sales.</p>	<p>To achieve Advisor, partners must have a minimum \$2,500 average monthly sales.</p>

- Benefits at every level
 - Programs built to enable sales and drive results
 - Apex Advisor, Advanced Advisor and Advisor levels with increasing benefits

- Everyone receives
 - Recurring revenue
 - Resources to streamline sales
 - Sales, operations & marketing support
 - Ongoing education & training
 - Strength of the Comcast Business brand

FOR MORE DETAILS, CONTACT US AT COMCAST_SAP@COMCAST.COM.

Program resources

Our resources are built to help you:



Engage

- Dedicated channel team – [meet them](#)
- [Comcast Business Community](#)
- [Follow](#) the LinkedIn Solutions Advisor Program page



Educate

- Webinars
- Weekly Download newsletter
- Product training portal



Enable

- PrintPoint
- Comcast Control Center (C3)
- Bandwidth calculator
- Lucrative [SPIFs](#)
- Masergy Partner Portal



Thank
you!

