

# CONTERRA CHANNEL PARTNER PROGRAM

## Partner Success Obsessed.

Ready to take your business to the next level? Then it's time to work with a partner who cares as much about your business, clients, and success as you do. We'll help you every step of the way.

Today your clients need more than just connectivity — they expect seamless, scalable solutions with reliable support. That's why you can't settle for a channel partner that slows you down with delayed deployments, poor customer service, commission headaches, and direct competition.

### THAT'S NOT HOW WE DO BUSINESS.

For nearly 30 years, Conterra's built our reputation on exceptional service and fiber solutions built for performance. Now we're bringing that same commitment to our partners — with fast, transparent activation, dedicated support, and a true partnership where your success drives ours.

## Why partner with Conterra?

As a valued partner, you'll gain access to expert support, and a program designed to maximize your growth.



### RESIDUAL PROGRAM

Build recurring revenue with ongoing residuals.



### COMMISSION MANAGEMENT

Transparent and competitive commission structure.



### TEAM WITH OUR DIRECT SALES FORCE

Leverage our experienced team to close deals faster.



### CUSTOMIZED TOOLS AND PORTALS

Tailored resources that streamline sales and support.



### MARKETING SUPPORT

Get the materials and strategies you need to drive demand.



### HELP FROM SUBJECT MATTER EXPERTS

Work with our industry experts to develop winning solutions.

## The Solutions More Customers Want

### SYMMETRICAL INTERNET

- ✓ 100M
- ✓ 200M
- ✓ 300M
- ✓ 500M
- ✓ 1G

### ASYMMETRICAL INTERNET

- ✓ 200Mx100M
- ✓ 300Mx100M
- ✓ 1G x 500M
- ✓ 5G x 3G

### BACK UP SERVICES

- ✓ Wireless back up
- ✓ Starlink back up

### MANAGED SERVICES

- ✓ SD-WAN
- ✓ DDoS mitigation
- ✓ Managed routing
- ✓ Managed WIFI
- ✓ Network Security
- ✓ PEN Testing

### ETHERNET

- ✓ 100M to 100G
- ✓ Direct connect to data centers

### VOICE SERVICES

- ✓ SIP and PRI Trunks
- ✓ Unified Communications

22  
States

15,000  
Miles

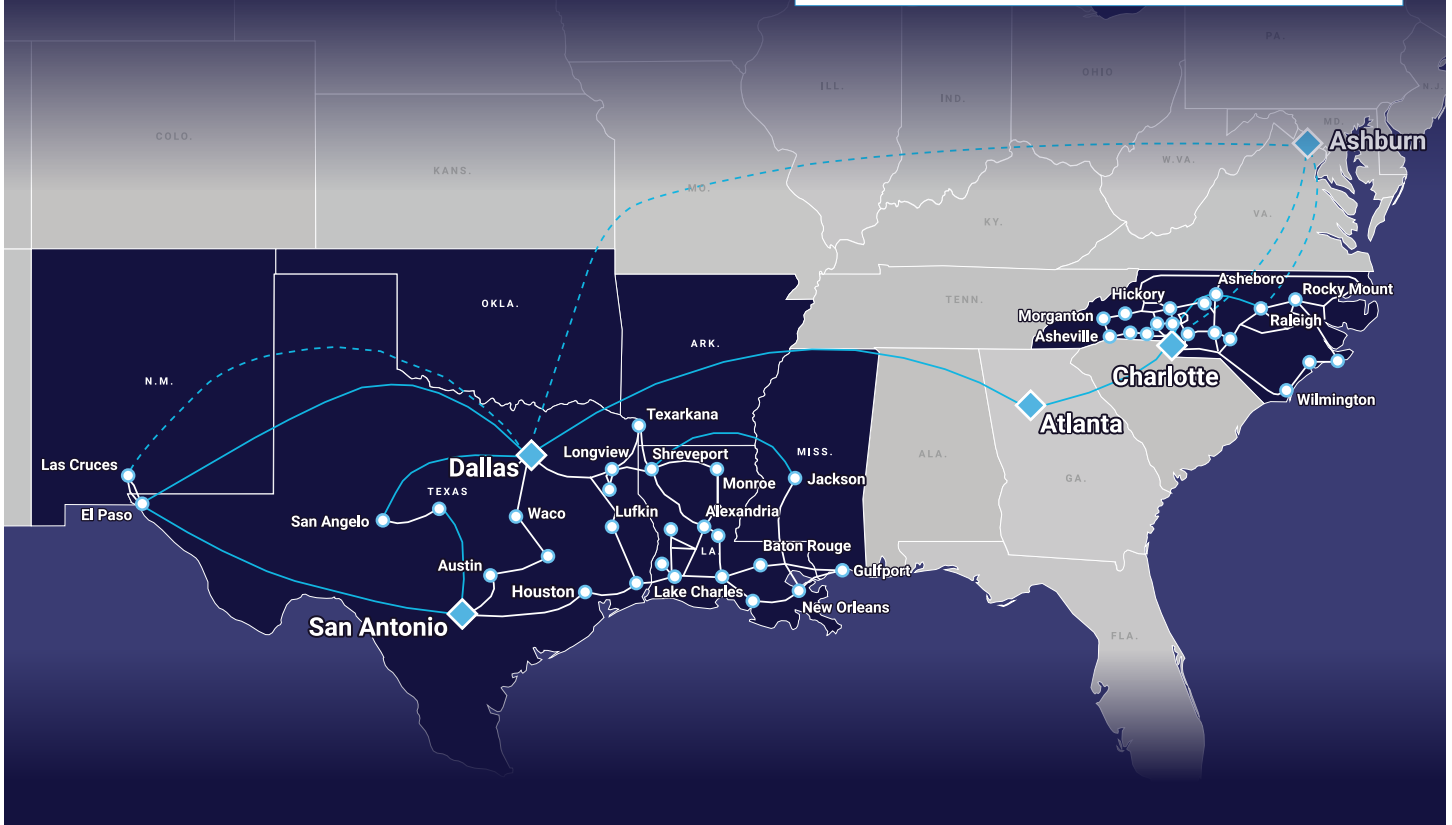
99.99%  
Reliability

Endless Opportunities to Grow Your Revenue.

## Network Map

Custom Fiber Solutions That Work

- Major Datacenters / Internet Exchanges
- Owned Fiber Routes
- Conterra POPs
- Leased Fiber Routes
- Planned Lease Fiber Routes



From expert support to tailored solutions, we're here to help you every step of the way.

Let's build something great together!

**CONTERRA**  
NETWORKS  
Fiber Driven. People Powered.