

## Network Solutions Provider: Partnership with Cbeyond Pays Off

### Network Logic, before Cbeyond

- Approached about partnerships by several companies, but had little confidence in the service and support of these providers.
- Looking for complementary services to offer to the company's network solutions clients

#### Jeff Turner

##### A Product We Can Get Behind

"Cbeyond not only has the product that our customers want, but the technical and customer support is great," says Jeff. "We wouldn't sell it to our customers otherwise."

##### Cbeyond Delivers

"I have been selling technology for six to seven years, and this is the easiest thing I have ever sold," Jeff insists. "You find the right customer and it is a slam dunk. Cbeyond is positioned well and packaged well."

### Most Valuable Features

#### Cbeyond Partner Online

Jeff says Cbeyond Online for Partners has been great. "It is very easy," he says. "I keep track of all of the deals and honorariums for our guys with the commission statement that is provided online." Jeff adds that the Cbeyond Channel Manager assigned to Network Logic is very responsive and helpful.

#### Customer Service

"Cbeyond is a good bang for the buck. Most of our existing clients are on Cbeyond now. It is easy to use and it provides a good solution and service for our customers." tomers.... In my line of work, I come into contact with a lot of different businesses and I recommend Cbeyond to them all."

#### A Consistent Revenue Stream

Network Logic signs up between five and 10 new Cbeyond customers per month, earning them immediate honorariums and ongoing, monthly residual payments.