

TOP 10 REASONS TO PARTNER WITH CBEYOND



At Cbeeyond, we believe that if our partners aren't happy, our customers aren't happy. So we give you everything you need to sell Cbeeyond service and earn long-term residual payments. Here are just a few reasons why partnering with Cbeeyond is a great idea.

1. Flexibility with BeyondVoice™

Cbeeyond's BeyondVoice packages can be customized to meet different needs. That gives you the flexibility to offer your small business customers communication technologies that were previously only available to large enterprises.

2. Wireless Savings with BeyondMobile™

BeyondMobile nationwide voice and data service is bundled with BeyondVoice packages for small business. So, there's no worry about outrageous mobile communications bills, making it much easier for your customers to manage expenses.

3. Generous Compensation Plan

Cbeeyond's compensation plan offers immediate and long-term earnings on a product that is simple for customers to understand and easy for you to sell. Earn honorariums, residuals paid over the life of the customer, and installation fees. You sell, you earn. It's that simple.

4. Responsive Channel Partner Support

Cbeeyond promises unmatched Channel Partner support. With prompt responses to sales and customer needs, your Cbeeyond Channel Manager is available to not only help you close sales faster, but also to help improve your marketing and sales programs.

5. Inside Track Newsletter

Our monthly newsletter is filled with information to help you sell Cbeeyond service to your base of small business customers — Cbeeyond news, product tips, sales techniques, upcoming event information, and more!

6. Quarterly Product Updates

As a partner, you'll have opportunities to learn everything you need to know to sell Cbeeyond products and services. Programs include lunch & learns, new product webinars, relationship building with your Cbeeyond Channel Manager and networking opportunities with other Channel Partners!

7. Channel Partner Sales Training

Cbeeyond offers programs designed to improve your company's bottom line by boosting sales of Cbeeyond, as well as all of the other products your company represents.

8. 24/7 Online Partner Support

Everything you need to become an efficient Channel Partner, like marketing materials, sales and order forms, and tracking of your customer's service installations, is available online 24/7 at www.cbeeyondpartners.net.

9. Customizable Marketing Materials

As a partner, you will receive professional, customizable marketing materials to send to your current customer base or to prospect for new business.

10. Customer Experience

With a customer retention rate of 99 percent, you'll know that your customers will love their Cbeeyond service. You can count on long-term residual payments to last the life of the contract — typically three years or more!

