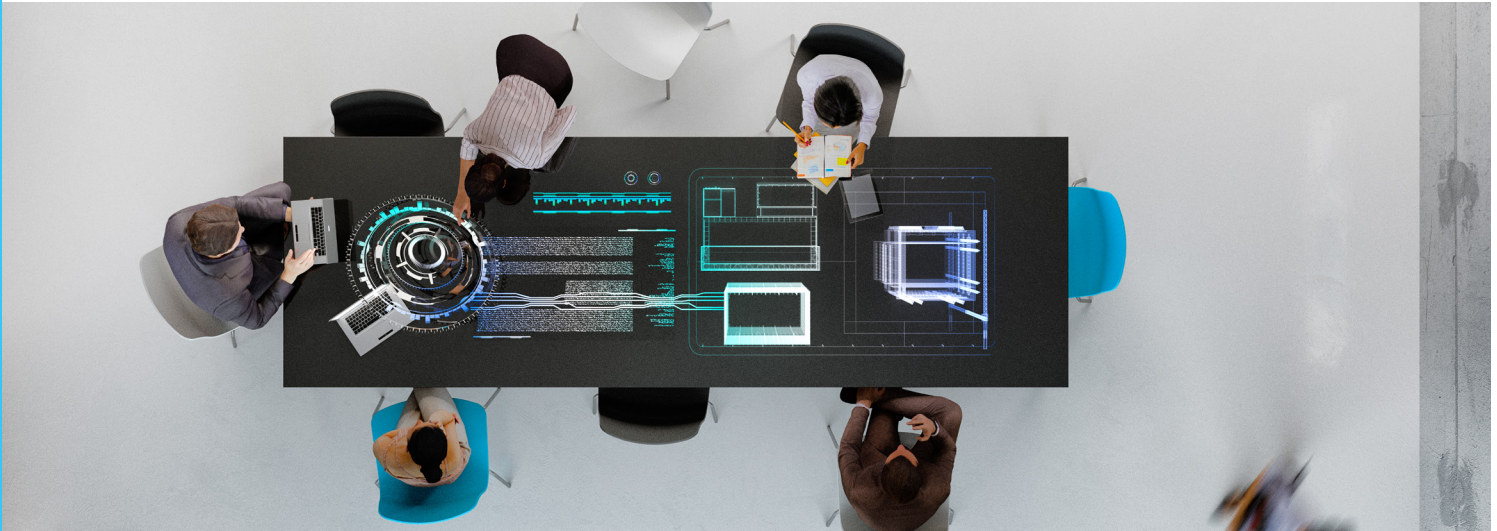


Lumen Channel Partner Program

A program and platform built for the 4th Industrial Revolution



We stand at the edge of the 4th Industrial Revolution, driven by data. As the world shifts, Lumen helps businesses meet growing data and application needs with the extraordinary capabilities of our platform and the strength of our fiber infrastructure.

The Lumen Channel Partner Program provides the resources and training you need to help customers embrace emerging technologies that will reshape their business, while growing your own. As a Lumen Channel Partner, you have access to world-class sales, marketing, development, operational and maintenance support throughout the entire customer lifecycle. **Together with Lumen, you will deliver amazing things for customers.**



Grow with Lumen

Generous commissions, order management and support, and sub-agent recruitment assistance



Comprehensive portfolio

A trusted partner to help solve your customers' demand for reliable and secure connections



Innovative marketing support

Automated co-branded campaigns, prospecting events and messaging to help you drive demand



Live and on-demand training

Product, program and industry training to help you become experts on the latest technology



Adaptive Networking

Network Services/ Hybrid Networking

- Internet
- MPLS - IP VPN
- SD-WAN
- Broadband
- Ethernet
- Wavelength

Business Bundles

- Business Internet
- Managed Enterprise with Cisco Meraki
- Fiber+ Internet

Content Services

- CDN
- Vyvx Video Service



IT Agility and Hybrid Cloud

Cloud Services

- Public Cloud
- Private Cloud
- Cloud Application Manager
- Cloud Connect
- Managed Hosting
- Data Centers

Integrated Solutions with Cloud Applications

- Big Data as a Service
- Internet of Things
- SAP Ecosystem
- Resiliency Services



Connected Security

Network Security Services

- Adaptive Network Security
- DDoS Mitigation Services
- Encrypted Wavelength

Premises Security Services

- Managed Firewall
- Managed Web Application Firewall

Analytics and Threat Management



Voice and Unified Communications

VoIP

- Engage
- Voice Complete
- Hosted VoIP
- Enterprise SIP

Traditional Voice

Unified Communications

Contact Center



Managed Services & Consulting

Managed Services | Advanced Managed Services | Custom Managed Services

2H 2020 Lumen Channel Partner sales incentives

Lumen EngageSM Incentive

- Sell an eligible Lumen EngageSM deal of \$500 MRC or more and earn 2X MRC up to \$5K!

SD-WAN Now Incentive

- Sell an eligible SD-WAN Solution of \$1,500 MRC or more and earn 1X MRC up to \$5K!

Combine SD-WAN and Engage and earn even more

- Earn an additional 1X MRC, up to \$5,000, on the SD-WAN portion and 1X MRC, up to \$2,500, on the Lumen Engage portion for qualified opportunities.

Digital Business Bundles Incentive

- Sell an eligible Digital Business Bundle of \$500 or more and earn 1X MRC up to \$5K!

Large Deal Incentive

- Sell a net-new deal of \$25K MRC or more and receive a one-time payout up to \$40K!

Lead with Lumen Incentive

- Sell any eligible net-new service of \$250 MRC or more into new logo customers in specific markets and earn 1X MRC up to \$5K.

Learn more about the Lumen Channel Partner Program
 For more information, email partners@lumen.com or visit our page:
www.lumen.com/partners