

**Expand your business by offering FirstLight's comprehensive solutions to your client base. With FirstLight's Channel Program, you have access to the full range of customized communications services your clients require.**

Operating in Upstate New York and Northern New England, FirstLight is a facilities-based service provider offering a complete portfolio of data, Internet, colocation and voice services backed by locally-based service and support.



Whether you are a VAR, a systems integrator or a referral partner, we have a program designed to meet your needs.

## Benefits of FirstLight's Channel Program

- Complete Portfolio of Data, Internet, Colocation and Voice Services Backed by Industry Leading Customer Service
- Dense Fiber Network in Upstate New York and Northern New England
- Locally-based Service and Support
- Cost Effective Pricing
- Competitive Commission Structure
- Ongoing Training and Support
- Co-branding Opportunity
- Easy to Work With – From Paperwork, Processing and Support, We Make Marketing FirstLight's Services Easy

## Agents

VARs, Systems Integrators and others interested in marketing and selling FirstLight's services will earn ongoing commissions based on a pre-specified percent of the contracted monthly recurring revenue. The percent you are paid is based on the total FirstLight revenue you have under management. The more FirstLight sales you make, the higher the percentage you can earn.

## Referral Partners

Those companies interested in referring leads to our talented sales team can earn a one-time commission for each new referral that results in a signed FirstLight contract.