FirstLight offers a competitive and lucrative Channel Partner Program that provides generous compensation and a broad portfolio of products and services. Our low-latency, fully-redundant fiber network and cloud, together with 15 data center/colocation facilities, are attractive to the largest hospitals, financial institutions, schools, and universities in the Northeast. We nurture agent relationships by providing partners with the right tools and support to sell our world-class solutions.

**One Network**

FirstLight has one of the largest and most impressive fiber optic networks in the Northeast. Our ~20,000-route-mile, low latency fiber network continues to grow and is best-suited for customers who want performance, capacity and uptime. With more than 9,000 on-net locations and more than 30,000 addressable locations throughout Maine, New Hampshire, Massachusetts, Vermont, New York and Pennsylvania, there’s a good chance that our network is within close proximity to your customers.

**One Solution**

We offer a complete portfolio of solutions for enterprise customers. The FirstLight difference is in our ability to deliver end-to-end quality by combining our network products with our cloud and data center solutions. This unique combination is why our customer retention rates are outstanding, and why your customers will be happy for years to come.

**One Team**

FirstLight’s Channel Program is tailored to drive mutual success. We know how hard it is to acquire a good customer, and we don’t take your trust for granted. When you’re a partner with FirstLight, you’re a part of our team and we listen and adapt to your needs. Whether you are an agent, a VAR, a Systems Integrator or referral partner, we have a program designed for you. From webinars and special events, to lucrative SPIFs and our new sales portal, we make it easy for you to work with us. We know that when you succeed, we succeed together.

**OUR PRODUCTS INCLUDE:**

- Internet/Ethernet/Wavelength
- Dark Fiber
- Cloud Computing /IaaS
- Disaster Recovery as a Service
- UCaaS
- Cloud-Based Communications
- Backup and Recovery
- 12 Data Centers/Colocation Facilities
- Voice / SIP Trunking
- Managed Services /
- Cisco Equipment – FirstLight is a Premier Cisco Partner
### Data Bandwidth
Ultra-high speed, low latency, scalable data transport solutions up to 100 Gbps including Ethernet, Wavelength and TDM (DS1, DS3 and OCx).

### Internet
Dedicated symmetrical connections delivered over our own fiber optic backbone with robust Tier 1 provider connections and hundreds of private peering points.

### Data Center/Colocation
Combines the security and disaster recovery of off site servers with redundant, diversely routed Internet and private network connections for the continuity of your mission-critical business operations.

### Cloud Computing
Companies are moving to the cloud to gain efficiencies, reduce costs, and improve uptime. FirstLight has the cloud computing infrastructure and services to make cloud computing a reality.

### Hardware
As a Cisco Premier Partner, FirstLight offers a full suite of hardware including security devices, routing, switching, wireless networking, and telepresence technology.

### Unified Communications
Cloud-based unified communications, with the full-feature functionality of a PBX, eliminates the need to purchase and maintain your own phone equipment and provides access to the communications tools you need to seamlessly operate.

### Dark Fiber
FirstLight’s fiber-to-the-tower and fiber-to-the-premises solutions ensure your business has access to virtually unlimited bandwidth and the ability to choose the protocol best suited to support your business applications.

### Managed Services
FirstLight’s Advanced Technologies Group offers complete solutions from Cisco Systems Inc. as well as a full complement of Managed Services.

### Construction Services
FirstLight’s construction division provides a full-service, experienced team of fiber construction experts skilled in aerial and underground construction, including conduit systems, site development, drilling, pole installation, cable plowing and installation, fusion splicing, and more.

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Visit [www.FirstLight.net/channel-program](http://www.FirstLight.net/channel-program) and complete the form to become a Channel Partner today!