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.**

THE CHANNEL CO. CRN ★★★★★ PARTNER PROGRAM GUIDE WINNER 2022

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

LUMEN®

Adaptive Networking

Hybrid Networking
- Dedicated Internet
- Ethernet
- MPLS/IP VPN
- Private Line
- SD-WAN
- Wavelength
- Fiber+ Internet

Business Bundles
- Business Internet
- Business Wi-Fi
- Fiber+ Internet

Edge Cloud & IT Agility

Cloud Services
- Edge Bare Metal
- Edge Virtual Machines
- Edge Gateway
- Edge Private Cloud
- Edge Orchestrator
- Cloud Application Manager
- Cloud Connect
- Dynamic Connections
- Data Centers
- Network Storage

Edge Application Delivery
- Content Delivery Network
- Application Delivery Services
- Mesh Delivery
- CDN Load Balancer
- CDN Object Storage
- Media Transformation
- Vyvx® Video Service
- Managed Hosting
- Data Centers
- Dynamic Connections

Integrated Solutions with Cloud Applications
- Big Data as a Service
- Smart Solutions
- Solutions for SAP
- Resiliency Services
- Center of Excellence

Connected Security

Network and Application Protection
- Secure Access Service Edge
- DDoS Mitigation Services
- Application Protection
- Perimeter Security
- Managed Zero Trust Network Access

Threat Intelligence, Detection and Response
- Managed Detection and Response
- Incident Response
- Rapid Threat Intelligence
- SOCaaS
- Managed SIEM
- Vulnerability Assessment

Security Consulting
- Advisory Services
- Workshops and Planning
- Compliance and Framework Assessments
- Vulnerability management
- Security Assessment

Voice and Unified Communications

VoIP
- Voice Complete
- Hosted VoIP
- SIP Trunking

Unified Communications
- Lumen Solutions for Webex
- Lumen Solutions for Microsoft
- Lumen Solutions for Zoom

Traditional Voice

Contact Center

Managed Services & IT Consulting

Network and Communications Practice

Edge and Applications Practice

Smart Solutions Practice

2H 2022 Lumen Channel Partner Incentives*

Lumen Amazing Opportunities Incentive

Partners can earn a one-time payout equal to 1X MRC, up to $10,000 per billing customer, when they sell any product from these Lumen Solution categories:

- Collaboration
- Edge Computing
- Connected Security
- Hybrid Cloud

Lumen New Logo Incentive

Partners can earn a one-time payout equal to 1X MRC, up to $10,000 per billing customer, when they sell any Eligible Product to a new logo.

Lumen Big Deal Incentive

Earn a one-time payout up to $25,000 per billing customer on your big deals:

- $10,000 payout for $20,000-$49,999 MRC deals
- $15,000 payout for $50,000-$99,999 MRC deals
- $25,000 payout for $100,000+ MRC deals

*Refer to the complete Terms and Conditions for Partner Incentives on the Lumen Channel Partner Portal.

Learn more about the Lumen Channel Partner Program

For more information, email partners@lumen.com or visit:

www.lumen.com/partners

lumen.com/partners | partners@lumen.com

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