



## 2009 Qwest Business Partner Program Requirements and Benefits

Master Business Partner Level		
Benefits	Requirements	QBPP Support
<ul style="list-style-type: none"> <li>• In-depth Partner onboarding</li> <li>• Qwest Business Partner logo usage</li> <li>• Market Development Funds (MDF)</li> <li>• Access to product information, education and sales tools via the program's extranet sites</li> <li>• Eligible for program tools and marketing support, including:               <ul style="list-style-type: none"> <li>➢ E-communications from Qwest</li> <li>➢ Access to Qwest education and training</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Achieve and maintain a minimum of \$100K in billed monthly revenue by the 14<sup>th</sup> month from the effective date of the MRA; produce \$18K in new booked sales over any given three-month period</li> <li>• Complete new Partner onboarding requirements and training within designated timeframe, as indicated on the onboarding check-list</li> <li>• Notify Qwest of the need for disconnect orders when sales of a new service replace existing customer services</li> <li>• Attain the following sales and funnel requirements within the first three months of joining the program:               <ul style="list-style-type: none"> <li>○ Sales requirements:                   <ul style="list-style-type: none"> <li>▪ \$1,500 in month one</li> <li>▪ \$5,000 in month two</li> <li>▪ \$10,000 in month three</li> </ul> </li> <li>○ Funnel requirements – must have the following figures in funnel with an 80% or higher “likely to close” rating:                   <ul style="list-style-type: none"> <li>▪ \$5,000 in month one</li> <li>▪ \$15,000 in month two</li> <li>▪ \$30,000 in month three</li> </ul> </li> </ul> </li> </ul>	<p>The following sales and ordering support is provided to all Partner levels:</p> <ul style="list-style-type: none"> <li>• Sales management by a Channel Sales Manager (CSM)</li> <li>• Sales engineering provided by QBPP's Sales Engineers (SEs)</li> <li>• Pre-sales support provided by a Pre-Sales Consultant (PSC) – designed to support each Partner in opportunity and activity on a pre-sales basis</li> <li>• Assigned post-sales support for account and order management</li> </ul>