



2009 Qwest Business Partner Program Requirements and Benefits

Premier Master Business Partner Level		
Benefits	Requirements	QBPP Support
<ul style="list-style-type: none"> • Enhanced commission structure • Qwest® Premier Master Business Partner logo usage • Market Development Funds (MDF) • Company profile on www.qwest.com/partners for sub-agent recruitment • Access to product information, education and sales tools via the program's extranet sites • Eligible for program tools and marketing support, including: <ul style="list-style-type: none"> ➢ E-communications from Qwest ➢ Access to Qwest education and training 	<ul style="list-style-type: none"> • Maintain a minimum of \$750K in billed monthly revenue for continued Premier Master status; maintain a minimum of \$100K in billed monthly revenue in order to stay compliant with the MRA; produce \$40K in new booked sales over any given three-month period • Maintain a sub-agent program • Maintain company and sub-agent profiles in Q.Marketplace • Notify Qwest of the need for disconnect orders when sales of a new service replace existing customer services • Ensure representation of Qwest is accurate and appropriate. This includes: <ul style="list-style-type: none"> • Representation of Qwest to employees and sub-agents • A presence of Qwest on your company's Web site that is equal to that of other carriers • Communication of all Qwest promotions and product availability to sub-agents 	<p>The following sales and ordering support is provided to all Partner levels:</p> <ul style="list-style-type: none"> • Sales management by a Channel Sales Manager (CSM) • Sales engineering provided by QBPP's Sales Engineers (SEs) • Pre-sales support provided by a Pre-Sales Consultant (PSC) – designated to support partner in opportunity and activity on a pre-sales basis. • Assigned post-sales support for account and order management