



2009 Qwest Business Partner Program Requirements and Benefits

Select Business Partner Level		
Benefits	Requirements	QBPP Support
<ul style="list-style-type: none"> • In-depth Partner on-boarding • Qwest Business Partner logo usage • 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"> • Achieve and maintain a minimum of \$50K in billed monthly revenue by the 14th month from the effective date of the MRA.; produce \$7,500 in new booked sales over any given three-month period • Complete new Partner on-boarding requirements and training within designated timeframe, as indicated on the on-boarding checklist • Notify Qwest of the need for disconnect orders when sales of a new service replace existing customer services • Attain the following sales and funnel requirements within the first three months of joining the program: <ul style="list-style-type: none"> ○ Sales requirements: <ul style="list-style-type: none"> ▪ \$750 in month one ▪ \$2,500 in month two ▪ \$5,000 in month three ○ Funnel requirements – must have the following figures in funnel with an 80% or higher “likely to close” rating: <ul style="list-style-type: none"> ▪ \$2,500 in month one ▪ \$7,500 in month two ▪ \$15,000 in month three 	<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 each Partner in opportunity and activity on a pre-sales basis • Assigned post-sales support for account and order management