

# 5 STEPS

## TO GET STARTED AS A COMCAST BUSINESS

# SOLUTIONS PROVIDER



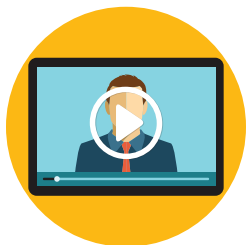
So, you're ready to begin working with Comcast Business! We're very excited to have you as one of our Channel partners. The opportunities are excellent and we are ready to support you in your business development. There are five things you will need to do to get started.

**1 Select the Master Agent** that you are going to work through. Your Partner Recruitment Manager can assist in this selection.



**2 Work with your Partner Recruitment Manager** to ensure that you have access to the tools and portals you need to get started.

**3 Sign up for our resources** including the weekly e-newsletter, **The Download**; our Marketing Tool, **PrintPoint**, which will provide co-branded sales sheets for your use; and join our **LinkedIn group**, set up just for our Solutions Providers to share information and discuss ideas and best practices.



**4 Join the Hospitality and Business VoiceEdge webinars** to get authorized to offer these valuable solutions and services to your clients. And join the monthly Sales Engineering webinars for a deeper dive into Comcast Business products and to learn about the benefits of offering Cable versus traditional Telco carriers.

**5 Add the Solutions Provider logo** to your website so your customers know you now offer Comcast Business solutions.



### WELCOME TO THE TEAM!

Congratulations on joining our established and respected industry program. We are happy to have you on board. You're sure to reap the rewards of being part of the program including:

- Giving your customers a fast, reliable network and visible brand in the network services market
- Providing a complete solutions sale for your customer...and reaping the revenue rewards
- Getting involved with a program that gives you all the support you need to help you be successful

For more details about the Solutions Provider program, email [Comcast\\_SPP@cable.comcast.com](mailto:Comcast_SPP@cable.comcast.com) visit [business.comcast.com/solutions-provider](http://business.comcast.com/solutions-provider) or contact your **Partner Recruitment Manager**.

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SOLUTIONS PROVIDER PROGRAM