



2010 Qwest Business Partner Program Requirements and Benefits

Premier Elite Business Partner Level		
Benefits	Requirements	QBPP Support
<ul style="list-style-type: none"> • Enhanced commission structure • Qwest® Premier Elite 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 \$2.5M in billed monthly revenue for continued Premier Elite status; maintain a minimum of \$100K in billed monthly revenue in order to maintain status as a Qwest business Partner; produce \$40K in new booked sales over any given three- month period • 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

Premier Business Partner Level

Benefits	Requirements	QBPP Support
<ul style="list-style-type: none"> • Enhanced commission structure • Qwest® Premier 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 status; maintain a minimum of \$100K in billed monthly revenue in order to maintain status as a Qwest Business partner; produce \$40K in new booked sales over any given three- month period • 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

Business Partner Levels

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 	<p>\$50K Level</p> <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 • 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>\$100K Level</p> <ul style="list-style-type: none"> • Achieve and maintain a minimum of \$100K in billed monthly revenue by the 14th month from the effective date of the MRA; produce \$18K in new booked sales over any given three-month period (Continued on next page) • 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"> ▪ \$1,500 in month one ▪ \$5,000 in month two ▪ \$10,000 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"> ▪ \$5,000 in month one ▪ \$15,000 in month two ▪ \$30,000 in month three <hr style="border-top: 1px dashed black;"/> <ul style="list-style-type: none"> ▪ 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 	<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