

Welcome to the Lightpath Referral Partner Program

In business, a referral can be a powerful tool for making new connections and creating opportunities. Through the Lightpath Referral Partner Program you have the opportunity to earn lucrative commissions and enable us to deliver our business communication solutions to a new and valued customer.

This guide offers some helpful information about Lightpath Services, our Referral Commission Plan and how to stay informed on the status of your leads.

We have made a company-wide commitment to provide the highest levels of service and support. We built our network to deliver true diversity and reliability so our business customers can enjoy greater peace of mind. Our predictable flat-rate billing makes it easier for our customers to manage billing and control costs.

We appreciate your participation in the Lightpath Partner Referral Program and look forward to working with you to make this a rewarding experience for us all.





Earn top dollar for recommending top services.

We value you as a Lightpath Referral Partner

By introducing our salespeople to your customers and business contacts, you create the opportunity to earn generous commissions for every lead that becomes a new Lightpath customer.

Referral Commission Plan

Lightpath will pay a commission for every successful lead that becomes a new Lightpath customer. **Look how much you can earn as a referral partner:**

Referral Partner Tier	Total Volume (\$MRC) of Closed Sales in last 12 months from date of closed sale	Non-Lit or Target \geq 3 years or LIT 1-2 years	LIT \geq 3 years	Cap per Sale
		A	B	
Commission (% of MRC) for each sale				
Platinum Tier III	\$50,000+	175%	225%	\$50,000
Gold Tier II	\$10,000 - \$49,999	150%	200%	
Basic Tier I	\$799 - \$9,999	100%	150%	

Guidelines

We will accept a lead and pay commissions when the following guidelines are met:

1. The lead must be received from an approved partner.
2. It must be submitted through the Referral Partner Portal at GoLightpath.com/referralportal
3. The prospective customer must be requesting service within the territory we serve in the New York Metro area.
4. The prospective customer must commit to a minimum term of:
 - a. 1 year or better in one of our existing lit buildings.
 - b. 3 years in a building that we have to light with our fiber.
5. The customer must be new to Lightpath and cannot currently have any services with us.
6. One of our salespeople cannot currently be involved in discussions with this customer.

Call **1-800-341-7556** or go to **GoLightpath.com/partners**



Lightpath Advantage

Lightpath at a Glance

- We own and operate the largest, most ubiquitous 100% fully fiber-optic network in the tri-state area.
- Within reach of our network, we have more fiber-connected buildings and businesses than any other competitive local exchange carrier.
- We offer the broadest range of products and services in comparison to other competitive local exchange carriers.
- We provide voice, Internet, data, video and managed services to mid-size, large and enterprise businesses.
- We are a recognized market leader in Ethernet-based communication solutions in the tri-state area.

You Can Count on Our Network

- Ring topology designed specifically for resiliency.
- Redundant fiber throughout core, distribution and access rings.
- “Self-healing” architecture repairs potential problems before they reach users.
- Fully-monitored 24/7 at Lightpath Network Management Center.
- Facilitates true diversity for customers requiring multiple providers.

A Typical Business That Uses Our Services

- Is within our network footprint (not required for select Managed Services).
- Has 20+ employees.
- Spends \$1,500 or more per month on Data, Internet, Voice, Video and/or Managed Services.
- Requires a high level of bandwidth to transfer large files (e.g., medical images, CAD renderings, graphics, etc.) and/or meet regulatory requirements.
- Operates in a range of industries including finance, insurance, real estate, healthcare, education, government, IT, legal.

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Good communication. It's the key to any relationship.

The Status of Your Leads

As a Referral Partner you play a key role in convincing businesses to consider Lightpath. As such we owe it to you to keep you informed about the status of your leads.

When you submit a qualified lead, it is tracked via a notification system that provides you with automatic alerts when your leads reach any of the four milestones in the sales and installation process.

You'll receive an e-mail as soon as any lead meets the following criteria:

1. First Appointment

You will be notified that our Account Executive has contacted the prospective customer and scheduled a meeting in the near future.

2. Closed Sale

You will be notified that a contract has been signed with the customer and the date the order has been placed.

3. Installation

You will be notified when service has been installed and that your commission will be paid within 60 days.

4. Lost

You will be notified the first time any opportunity is lost or if an order gets canceled.

How to Submit a Lead

Once you are in the program you can submit your leads online by visiting the Referral Partner Portal at GoLightpath.com/referralportal



The Lightpath footprint



NEW YORK

Bronx
Brooklyn
Manhattan
Nassau
Rockland
Suffolk
Westchester

NEW JERSEY

Bergen
Essex
Morris
Passaic
Somerset

CONNECTICUT

Fairfield

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INTRODUCTION

COMMISSIONS

OUR ADVANTAGE

YOUR LEADS

OUR FOOTPRINT

OUR SERVICES

BE A PARTNER



The Lightpath portfolio of services

Essential communication solutions and Managed Services from the network businesses trust.



Transport

- E-Line
- V-Line
- E-LAN
- Virtual Private Ring Service
- Optical Transport Service
- Video Transport Service



Internet

- Internet
- Internet/Voice
- IP Trunking
- Premise-Based



Voice

- Internet Voice Bundle
- Premise Voice
- Enterprise Voice
- Toll Free



Managed Services

- Hosted Voice
- Managed WiFi
- Audio Conference
- Web Conference
- Managed Backup
- Managed Video

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Become a Referral Partner

Please follow the steps below:

1. Log on to GoLightpath.com/referral-partner and fill out the registration web form.
2. You will be contacted by a member of the Referral Partner Program team who will walk you through the 3-Step Enrollment Process:
 - A. Application Submission
 - B. Contract Execution
 - C. Welcome Letter
3. Start submitting qualified leads.

We value your feedback so please let us know anything we can do to make it easier for you to refer contacts — and earn lucrative commissions.

For more information:

Lightpath Referral Partner Program
1-800-341-7556
referralprogram@golightpath.com