

# WELCOME



**DONN CARY, REGIONAL AGENT MANAGER**  
**MARK HARRIS, DIRECTOR**



# A PERFECT COMBINATION



# THE TOP REASONS AGENTS SHOULD WORK WITH TELEPACIFIC

# OUR TELEPARTNER TEAM IS HEAD AND SHOULDERS ABOVE OTHERS.

Agent Managers .....

Solutions Consultants .....

Telepartner Coordinators .....

Account Management .....



# WE PUT ALL THE SUPPORT TOOLS YOU NEED IN YOUR BACK POCKET.

Sales training and materials .....

Equipment leasing program .....

Email marketing tools .....

Live/webinar training .....

Whitepapers



# WE HAVE NATIONWIDE COVERAGE WITH BLANKET PRESENCE IN KEY STATES.

Cover 20% of all  
businesses nationally  
with local service in  
CA, NV, and TX

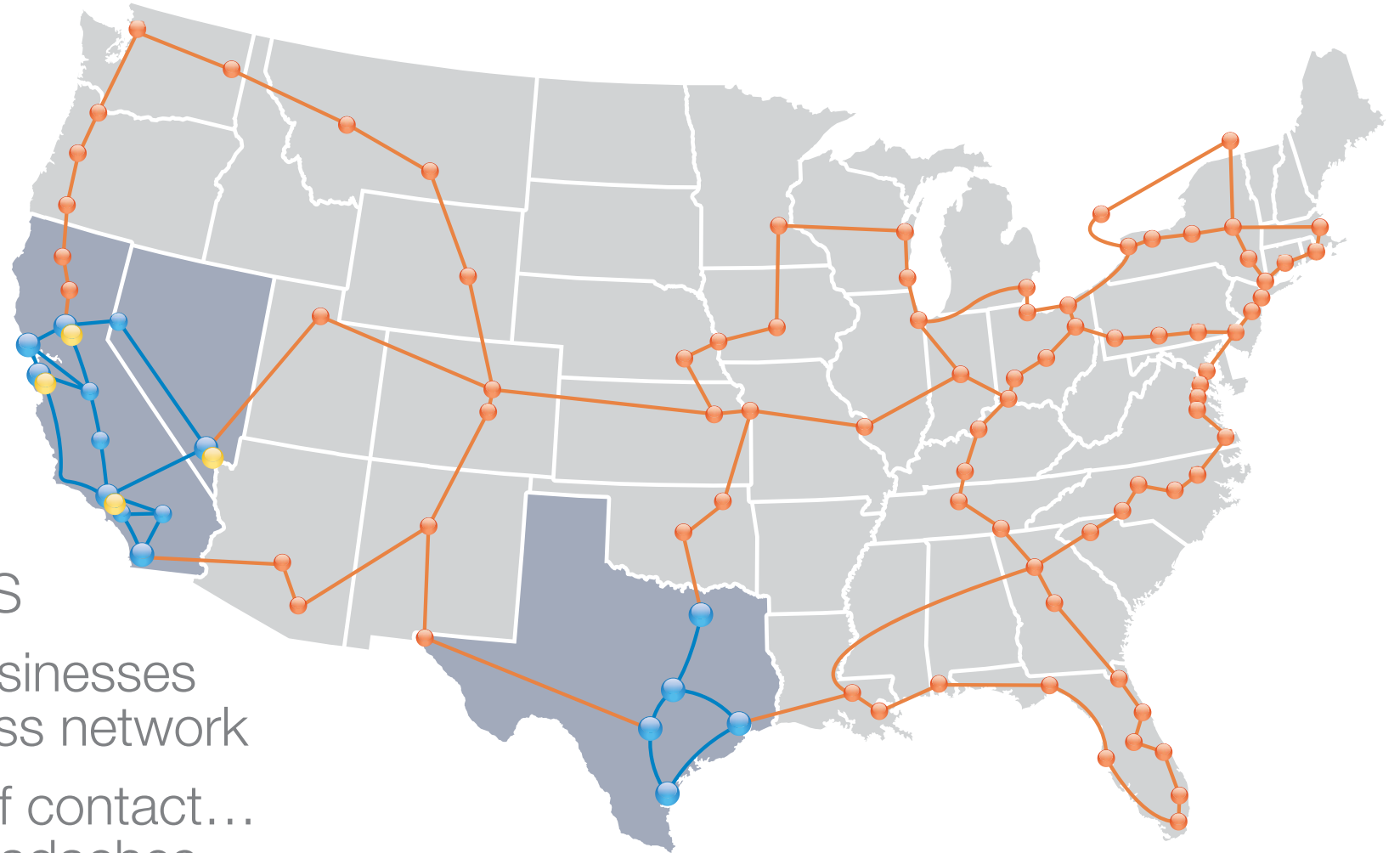
Largest competitor  
to the ILECs with  
48% of the CLEC  
market share in CA/NV

50,000 fiber strand miles

MPLS IP network with COS

Multi-location haven for businesses  
anchored in our local access network

One provider...one point of contact...  
one invoice...and fewer headaches





# EXPANDING ETHERNET OPTIONS OFFERS MAXIMUM COVERAGE IN CA, NV, AND TX.



362 LSOs serve Enhanced Ethernet broadband at superior price and performance value

Ethernet over Fixed Wireless (EoFW) options for additional cost-effective bandwidth and redundancy programs

Our own internal multi-carrier Ethernet exchange (ILECs, cable cos, and fiber CLECs) provides a single, convenient high-speed umbrella

# OUR SOLUTIONS ARCHITECTS CAN SOLVE ALL KINDS OF CONFIGURATION CLUSTER “#×!%”

They can be a wingman at your presentation or just unravel the complexity of today's networking issues from behind the scenes. Either way, you get the expertise to take your customers to the next level of technology.

Remember: bigger deals pay bigger commissions.





# WHAT'S HOT FOR 2013

SSAE 16 Datacenters for Server Virtualization/Disaster Recovery

Cloud-based, Fully Managed Hosted PBX Solutions

Managed Security, Backup and Monitoring Services

SmartVoice Virtual Two Way National Numbers

①Net MPLS with Worldwide Reach

Ethernet (Internet) over Fixed Wireless

Internet Redundancy via Wireless Backup

High Bandwidth Internet Options

TelePacific Leasing Program



# IT'S NOT JUST THE PIPE, IT'S THE WHOLE PIPELINE.

Bandwidth + Solutions + Service  
is the winning formula

- ✓ More access options
- ✓ An ever growing portfolio of solutions
- ✓ Order quality assurance
- ✓ Provisioning expertise
- ✓ Billing excellence
- ✓ Agency account management partnerships

TelePacific makes it easy for  
you and your customers to do  
business with us.



# **YOUR TELEPACIFIC TEAM**

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# PSI EXPO CONTEST

## iPad Mini Raffle

Stop by our table and put your business card in our jar  
One card will be pulled for the winner at end of day

## **Sales Contest/Raffle** (June 4 – July 31)

Two Prizes: iPad or Bluetooth Speaker

Must have attended today's Expo to qualify

Each deal will receive 1 raffle ticket

Deal increments of \$1,000 will get added tickets, e.g. \$5,200 deal will get 5 tickets

All Colo and HPBX deals get an extra ticket (plus an extra ticket if exceeding \$1,000)

New customers or new locations only

