

The Glowpoint Partner Program



Glowpoint's partner programs offer a strategic and comprehensive solution for service providers, system integrators, and unified communications providers.

Overview

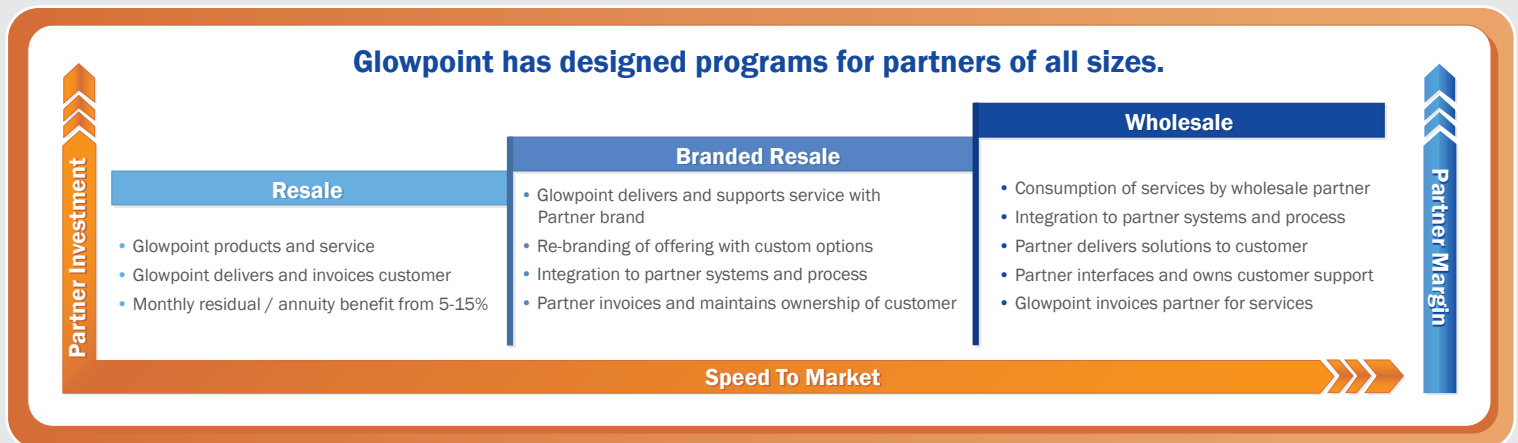
The Glowpoint Partner Program is designed to provide you with the products, tools, and training necessary to deliver a complete managed video solution to your customers. Our partner solutions are designed to help you grow your business within a capital and time investment that meets your specific needs.

From reseller programs that enable you to launch your video program in as little as one week, to comprehensive wholesale programs that enable you to seamlessly integrate video communications into your product portfolio, Glowpoint offers the right feature set:

- Annuity-based commission plans (from 10-15% of billed revenue)
- Global sales opportunities
- Exclusive online management tools
- Industry-leading SLAs



Glowpoint has designed programs for partners of all sizes.



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Seven Easy Ways to Grow Your Business:

1. Earn solid commissions
2. Win new customers with unique, high-quality services
3. Generate additional revenue from existing customers
4. Gain a competitive advantage
5. Offer world-class IP-video communications services
6. Drive demand for other products and services
7. Utilize our infrastructure to support all back-end office needs, installation, invoicing, and network support

Support Any Telepresence or Video Technology



Polycom • TANDBERG • Cisco • LifeSize • Radvision
Sony • HaiVision • Microsoft OCS • Mirial • Aethra

Earn Recurring Commission With Cloud-Based Services That Are Deliverable Over **Any** Network

- VNOC Video Operations Services
- B2B Exchange Services (TEN)
- Conferencing Services
- Broadcast Services
- Professional Services
- QoS IP Network Overlay Services

Become A Channel Partner

If you are interested in becoming a Channel Partner contact:

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For more information, please visit www.glowpoint.com/partners.