

Gold Authorized Partner of



Technology  
working  
for you!

## EnterpriseTelephony.com BellSouth/Sprint-Nextel Partnership

### Overview

EnterpriseTelephony.com is one of a select few BellSouth/Sprint Master Agents. As a Master Agent, EnterpriseTelephony.com:

- *Manages BellSouth/Sprint Sub-agents*
- *Pays commissions*
- *Provides training and back-office support*
- *Reconciles commissions*
- *Provides online systems*

BellSouth Partners managed by a Master Agent are called BellSouth Referral Agents.

- *Authorized Sales Representatives for BellSouth/Sprint products and services*
- *Focus on sales and marketing*
- *Customer's point of contact*
- *Trained and certified on BellSouth/Sprint products*

### What's In It for You?

- Significant new revenue stream with high profit margins
- Commissions comparable to direct agency with BellSouth
- Allows you to become a true Single Source Solutions Provider, competing effectively in the marketplace by offering a full range of products and services
- Specialized product bundles and marketing campaigns not available to other partners
- Enhanced visibility leveraging the BellSouth brand
- BellSouth and Sprint On-Line Access and Training

ENTERPRISE   
TELEPHONY.COM

Sales Office: 251.753.6500

Project Management Office: 205.631.0282

9078 Merrit Lane, Suite C

Daphne, Alabama 36532

[www.etgserv.net](http://www.etgserv.net)

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*Why Sell BellSouth/Sprint-Nextel through  
EnterpriseTelephony.com?*

- We make it easier for you to sell BellSouth services. We filter through the abundance of information and provide you with the key elements you need to sell products and grow your business
- We provide you with the back office support required to sell for BellSouth. Our back office will provide support/tools for order entry, provisioning, tracking, project management, etc., allowing you to focus on selling products, not managing paperwork and people.
- Partner Support; We provide you with a BellSouth/Sprint Sales Support Team including a Network Sales Specialist
- Training. We will provide you customized products/processes training tailored to your experience level, reducing your training time
- We offer you specialized product bundles and marketing campaigns not available to other partners.
- Single point of contact

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### *What Can I Sell?*

- BellSouth—Local/Long Distance/Data Services
  - Business Lines (1FBs)
  - ADSL
  - ISDN (PRI and BRI)
  - Dedicated Internet Access and DSL
  - T-1 voice/data services
  - Integrated T-1/PRI (BIS T-1/PRI)
  - Frame Relay
  - Switched and Dedicated BellSouth Long Distance
  - Network VPN (MPLS)
- Sprint Cellular and Data Products
  - Sprint Wireless Data Card
  - Sprint Cellular
  - Sprint Data (MPLS) and Internet Access
  - Sprint ADSL
- Sprint/NLC—Local Phone Services
  - Local Service in Sprint Local Markets (i.e. Destin/Ft. Walton, FL.)
  - Internet Access/ADSL
- Nextel Push to Talk/GPS Tracking Solutions
  - Nextel Cellular/Push to Talk
  - GPS Tracking Solutions
- We also represent a variety of other carriers.
  - XM Radio for Business (fully licensed music for business/low cost alternative to Muzak)
  - Access2go—AT&T Dedicated Internet Access
  - PNG—Low Cost Switched and Dedicated LD (residential service in selected markets)
  - Qwest—Local Voice, Data and Internet
  - Websafe—Offsite Data Backup Solutions
  - We can provide voice/data/cellular service in any market in the United States.

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