

PARTNER SUPPORT PROGRAM

Structured to drive revenue growth and productivity

GTT uniquely wraps partners in support with dedicated national and local resources and highly engaged executive leadership.

REGIONAL VP

- Leads the GTT Partner Team focused on partner business planning, revenue and sales growth.

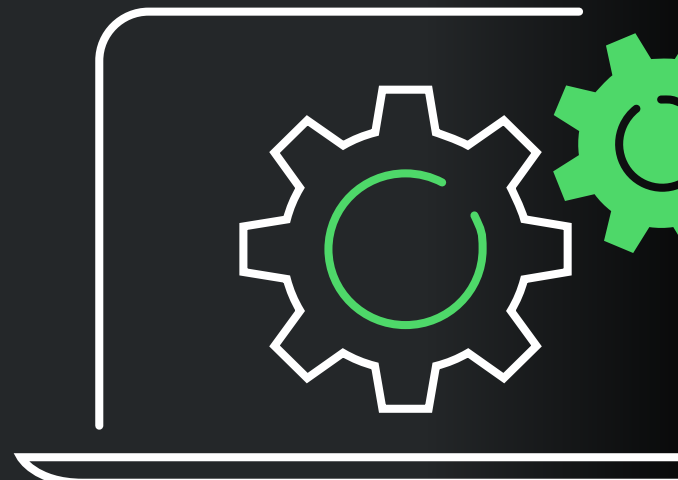


CHANNEL MANAGER

- A local resource that supports all partners in a geography to drive revenue and sales growth.
- Proactive business planning and engagement on all sales opportunities to help partners win.

SOLUTIONS ARCHITECTS

- A premier team of highly skilled professionals who consult with partners on pre-sales best practices and strategically build network assets that meet clients' needs.
- Presents and demonstrates the GTT product features and technical content for GTT solutions.

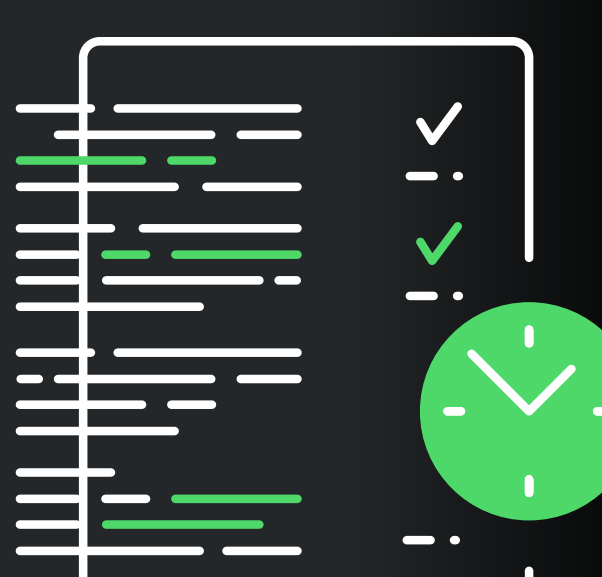


PARTNER RESPONSE COORDINATORS

- Provide support and efficiency to our channel managers and partners with quoting and order documentation.

PROJECT MANAGER

- Serves as the main point of contact during the service installation process.
- Owns orders through installation of the services and provides order milestones and updates.



CUSTOMER SUCCESS MANAGER

- Serves as the primary service POC who provides an outstanding client experience with "white glove" account management and customer first approach.
- Provides post-sales support including onboarding, first bill review, escalations or service-related items, and resolution of complex issues.
- Conducts periodic business reviews and re-term strategies in collaboration with channel managers and partners.

INSIDE SALES REP

- Located in each major region and supports partners that have medium-sized enterprise customers.
- Focuses on retaining and growing medium-sized enterprise customers to maximize additional partner revenue streams.



COMMISSION SUPPORT

- Serves as a resource dedicated to solving commission disputes and escalations for partners.

MARKETING

- Provides tools and resources to educate partners and customers about our products and services and leading global IP network.



For more information about our partner support, contact your GTT channel manager or email gttpartners@gtt.net