

Channel Partner Program



- Offer your customer a true global footprint with 48 data centers across 12 countries, along with scalable IT support services.
- Create competitive differentiation – Offer leading edge solutions at competitive rates in carrier neutral, minimum Tier 3 data centers with a variety of compliance certifications, USA - SSAE-16 T2, PCI, HIPAA, CPNI; Non-USA – variety of ISO certifications).
- Increase sales – Expand relationships and differentiate your business.

THINK FAST

The TELEHOUSE Channel Partner Program is designed support our partners' sales efforts by expediting the information needed to develop the consultative winning interaction with clients they prefer — **FAST**.

FAST Quotes

FAST Response Time

FAST Implementation

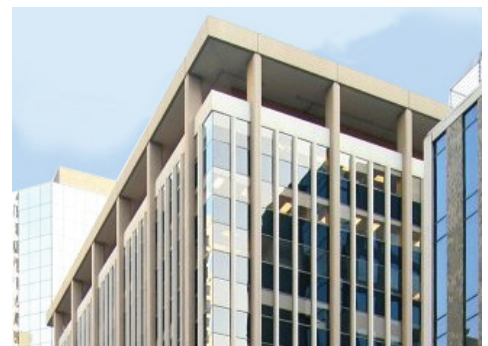
- One point of contact for each partner.
- Coordinate resources based on individual opportunities with no channel conflict.
- Marketing tools – Co-branding opportunities and programs support our partners with sales tools



The Teleport, US Headquarters



Chelsea Center, NY



Los Angeles, CA

Channel Partner Program



THINK FAST

Partner with TELEHOUSE and get on the **FAST** track.

Our dedicated channel account management team will ensure both you and your customers have all the tools and resources needed to make an informed decision when selecting a Data Center provider.

Why TELEHOUSE

- 48 data centers globally with minimum Tier 3 configuration
- Carrier neutral telecommunication hubs with low connection fees
- Layered, Overlapping and Integrated Security protection
- 24 / 7 operations with access to authorized customer personnel
- Scalable and Competitive Support Services: Level 1 and up, with multi-lingual capabilities
- Standardized Global Facility specifications, operations & maintenance with over 100 self-regulating qualifying metrics
- Over 80% of the facilities are fully owned
- Ideal for enterprises, carriers, SPs/CPs, medium and small business

Colocation

Managed IT

Peering

Cloud

Advantages

- Competitive compensation / discount structure
- Designated, Channel Manager to support each partner
- Pre and post-sale technical resources and sales support
- Training available on TELEHOUSE products and services
- Field based Resources: Marketing collateral, sales aids and press release opportunities

The TELEHOUSE Advantage

Parent company, KDDI

Fortune Global Rank 267, a global ICT service provider

A Company of Firsts

- ✓ First data center built in the United States 1989 and a 27-year brand
- ✓ A pioneer in carrier neutral data center facilities, colocation and public peering
- ✓ Pioneering these services in emerging markets, including So. Korea, China, Russia, Vietnam, and Istanbul

THINK FAST

THINK NEXT