
GetConnected: Connectivity Solutions



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Sr. Director of Business Development –
AT&T and T-Mobile, GetWireless



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Sr. Director of Business Development –
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ELEVATE PARTNER SUMMIT – 2023

The GetConnected Story





GetConnected
Activate Where You Buy.



PURCHASE



ACTIVATE



CONNECT



All Major Carrier Partner Programs

verizon[✓]



AT&T

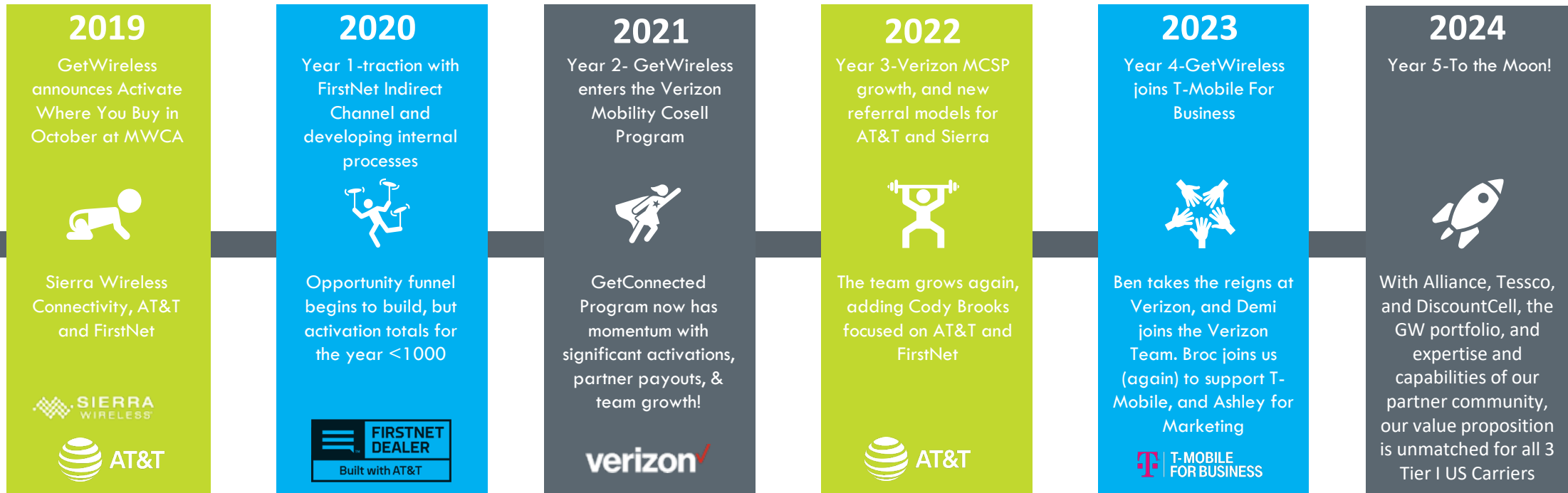
 **FIRSTNET**[®]
Built with AT&T

 **T-MOBILE**
FOR BUSINESS

 **SIERRA**
WIRELESS[®]



The GetConnected Story



Business Development, & Connectivity Solutions



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ELEVATE PARTNER SUMMIT – 2023

AT&T Mobility Referral Program



AT&T Mobility Referral Program

- Easy to engage AT&T through the **Referral Program** (different than the AT&T Alliance Program). Submit either **AT&T** or **FirstNet** opportunities. **No** named AT&T accounts or approvals required. Restrictions only in Federal, Wholesale, E-Rate, & Rural Healthcare funded accounts.
- Register opportunity through **GetWireless with AT&T Mobility Referral Program Team**: Opportunity size, hardware, end customer name and address, and point of contact for AT&T seller to engage.
- AT&T works with the Partner and/or customer on mobility requirements. AT&T team contracts, quotes, and activates the mobility service. AT&T maintains a direct relationship with the end customer for service, billing, and support.
- Partner submits IMEIs through GetWireless associated for the hardware they've sold. Activation status checked for 12-month standard window.
- You can add value with your customers by offering a complete solution: **Hardware, Integration and Connectivity**.
- Jon and team have developed great relationships with our GW team and partners and have provided amazing support. Plus, we get to have Jim Reed back.

All AT&T & FirstNet Certified Hardware is Submission Eligible!



Many More!



ELEVATE PARTNER SUMMIT – 2023

Verizon Mobility Co-Sell Program



How Our Mobility Co-Selling Works

Opportunity

- Share bi-directional leads
- Identify opportunities
- Complete customer solutions

Collaboration

- Co-sell with Verizon business sales
- Work together on sales strategies
- Conduct joint customer meetings & calls

Win

- Close the deal
- Share device ID with Verizon sales rep
- Sales rep activates

Compensation

- Payment made
- Net 45 – 60 days





Verizon BI (Business Internet) SPIFF Opportunity

Bring Your Own Router!
4G/5G Business Internet SPIFFs

Extended through 12/31/2023

ACTIVATION CREDIT + SPIFF COMMISSION

Any Router Can be Activated in Our Program!

Multiple Use-Cases

- Digital Signage
- Live Broadcasting
- Remote Office & Learning
- Retail & Point-of-Sales
- Hospitality
- Security Cameras
- Kiosks
- Smart Home

More Than 500 Qualifying Devices

Some Eligible Devices from
GetWireless Vendors:



MAX BR1 Mini



UBR LTE



BALANCE 20X



LX60



RV55



MP70



ELEVATE PARTNER SUMMIT – 2023

T-Mobile for Business Partner Program



The Power of Partnership



Unconventional

Next-gen solutions driven by unconventional thinking



Partner-Obsessed

Leveraging our brand and resources to help your business succeed



Better Together

Sales models & compensation regardless of who brings the deals to the table



Quicker Turnaround

A single quarterback for all Partner Teaming opportunities



Bi-Directional Lift

When you win, we win, and most importantly our customers win



Collaboration

Dedicated to your segment as a part of your regional support team





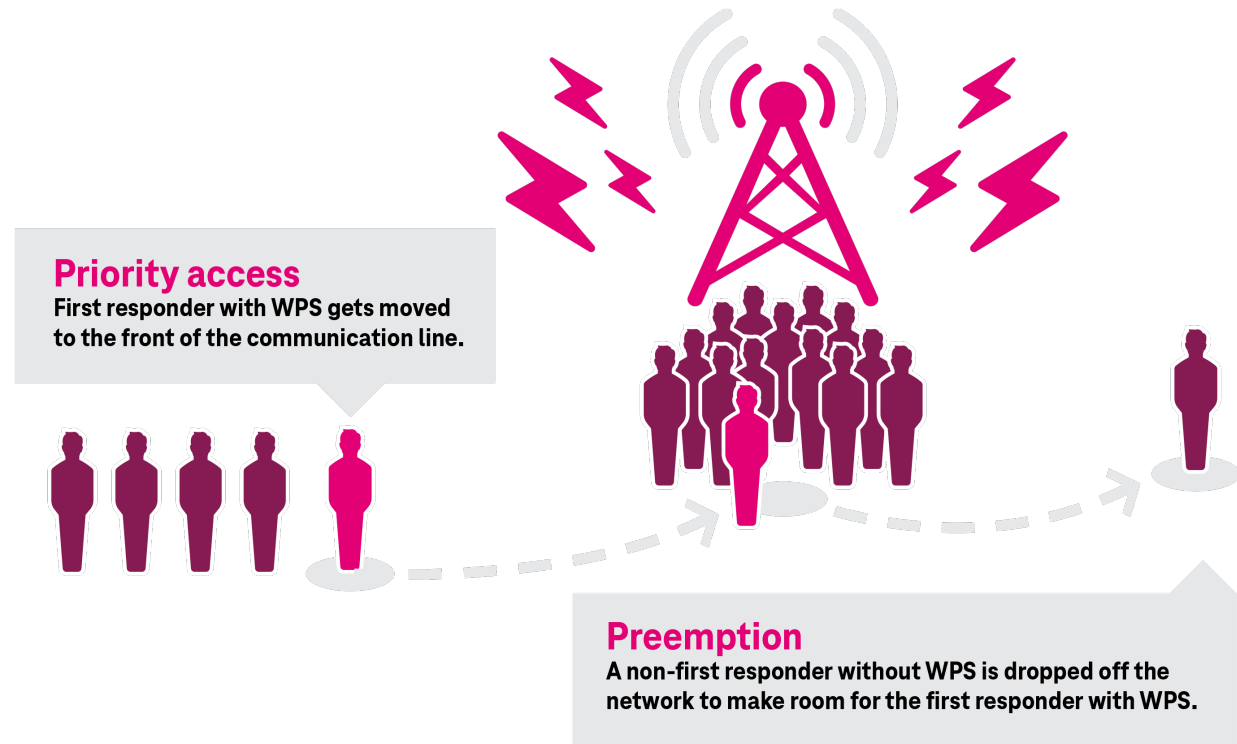
T-Mobile Connecting Heroes

First Responders Deserve More

The T-Mobile® for Government Connecting Heroes® program provides WPS-enrolled first responder agencies with the **priority access and preemption** they may need during emergency situations.

How It Works

In an emergency, the network may become congested and 100% occupied. To ensure that first responders with WPS can access our network, we move them to the front of the line, and we drop a non-first responder customer without WPS off the network to make room for the first responder.



Thank You to Our GetConnected Partner Community!





THANK YOU

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