

Vendor Referral Source Program

FairPoint's Referral Source Program helps identify and reward third-party vendors and suppliers that serve as dependable and repeatable sources of new business into our direct sales force. Vendor referrers receive one-time payment equal to 100% of one month's recurring charge for every eligible lead they refer that becomes a FairPoint customer. We appreciate your recommendations.

How it Works

1. Interested parties register at fairpoint.com/vendorregistration to apply for the program and complete the referral source agreement and W9 required for tracking, reporting and payment.
2. Once accepted as a referral source, they will receive a contract to e-sign. They will then begin receiving information about FairPoint services, offers and news to keep them informed.
3. Once registered, vendors can submit lead referrals at fairpoint.com/vendorleads. Qualified eligible leads include any new FairPoint customers that are not active in our sales cycle, or any existing customer interested in increasing their engagement with FairPoint
4. Within 48 hours, vendors will be alerted to the status of their lead – either rejected because it already exists, or approved and in development.
5. At the end of every month, vendors will receive a completed report that includes the leads, their status, and total payment.
6. Vendor leads will expire 90 days post lead qualification, unless special circumstances apply.

About FairPoint

We tailor solutions for the unique needs of businesses.

Our business clients benefit from our private, state-of-the-art Ethernet network that provides the utmost data transfer capabilities, resiliency, redundancy and security. FairPoint's network is accessible to more than 95% of all businesses in Maine, New Hampshire and Vermont, and we offer a comprehensive product portfolio with voice, VoIP and data and internet products:

Voice

Streamlined, intelligent and cost efficient solutions.

- **Hosted Private Branch Exchange** – Simplify IT needs and get enterprise-class voice services without the capital investment with FairPoint's cloud-based voice service.
- **SIP Trunking** – FairPoint's SIP Trunking can help streamline voice services and data traffic using your existing equipment to maximize network capacity.
- **Centrex** – Enjoy all the benefits of truly customizable call management but without the

Why should companies choose FairPoint?

Superior Network

FairPoint is proud to bring you the largest network in northern New England, with over 16,000 fiber route miles and 86% of our central offices enabled for Ethernet in Maine, New Hampshire and Vermont.

Local Support

Unlike many of our competitors, we maintain teams of local sales support staff and experienced sales engineers who can design the right solution for your business. We also provide enhanced support with our dedicated in-territory Network Operations Center.

Portfolio of Services

Our broad portfolio of services helps customers enhance functionality while improving efficiency now and into the future.

Expertise

We have years of experience supporting businesses in their local market.

Competitive pricing

We can show customers how our services can add value to their business and make it more efficient.

Vendor Referral Source Program

need to purchase a Private Branch Exchange, for single or multi-location applications needing intra- and inter-site dialing.

- **ISDN-PRI** – Ideal for businesses with multiple locations, our cost-efficient and flexible solution can accommodate voice and data traffic.
- **Toll Free** – Our platform is designed for flexibility – from basic 800 numbers to advanced features for monitoring, routing and reporting.
- **Long Distance** – A variety of plans, term lengths and optional features to choose from.
- **International** – Competitive rates to more than 250 countries.

Enterprise Data Networking

Trust the largest fiber network in northern New England. With over 87% of our central offices enabled for Ethernet, FairPoint can reach across northern New England with reliable high-speed connections.

- **Advanced Ethernet services** – offer cost effective, streamlined services for your voice and data needs.
- **Ethernet Dedicated Internet Access** – Dedicated symmetrical access with higher speeds and better performance.
- **Ethernet Virtual Private Line** – Dedicated connections to our fiber network that are secure and resilient
- **Ethernet Virtual Private Local Area Network** – Any-to-any connectivity that's easy to manage, scalable and cost effective.
- **Business High-speed Internet** – Fast, reliable Internet access with Static or Dynamic IP services and a range of options for speeds, email, storage, security and support, with a 30-day satisfaction guarantee.

At FairPoint Communications, we are a communications partner. We don't just sell products and services – we listen, learn and help businesses develop solutions take their business to the next level.

Sign up at fairpoint.com/vendorregistration.