



## Benefits

- A single source for all of your business communications needs.
- AT&T's world-class service and network reliability.
- Personalized service and support.
- Knowledgeable Solution Providers with access to intensive training in AT&T services.
- Synergistic approach with Solution Providers whose capabilities complement our own.

## Synergy Defined – The AT&T Solution Provider

In order to best serve our customers, AT&T has joined forces with a network of Solution Providers whose capabilities complement our own. These Solution Providers are independent, value-added resellers and network consultants who are trained and authorized to sell AT&T's world-class business communications services, including IP, data, voice, mobility and hosting solutions. We work together to provide customers with custom solutions that powerfully and efficiently address their communications needs. We have found that this synergistic approach helps to achieve optimal customer satisfaction.

## The Solution Provider Advantage

Many of our Solution Providers have knowledge and experience across a wide range of technology areas, from hardware and software to networking. In addition, they have access to our world-class sales support, educational programs and training in key AT&T services, including MIS, IP/VPN, Frame Relay, ATM, Mobility, Hosting and voice and data services. Unlike reseller programs, when you purchase AT&T services from an AT&T Solution Provider, you will be an AT&T customer and receive AT&T network management customer care and billing.

In addition to a broad knowledge base, many of our Solution Providers offer a personalized level of service that is often missing in these days of automated customer service and online ordering. They strive to get to know you and your business, enabling them to tailor solutions to your exact requirements. In addition, they often are local solution providers who can provide in-person support.

## Synergy at Work

The reliability and performance of AT&T's service offerings combined with the expertise and support of our Solution Providers represents a powerful communications resource for large and small businesses alike.

To put this synergy to work for you, please contact your local AT&T Solution Provider.

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