A leader in connectivity and global secure networking solutions for future-ready businesses

**COMCAST BUSINESS**
- Culture of **winning**
- Unparalleled **scale**
- Identity of being **disruptive**
- Willingness to **invest**

**MASERGY**
- **Global** reach
- **Intimate** customer engagement approach
- **Skills in solution complexity**

**Global Reach and Customer Intimacy, at Scale**

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Comcast Business and Masergy have joined forces

Together, we are keeping businesses of all sizes future-ready with:

- Reliable connectivity
- Intelligent networking
- Advanced security
- And more!

We are your one provider for all your secure networking needs.
Importance of the Masergy Acquisition

Masergy has enabled our program to quickly become a provider of global secure connectivity and intelligent networking services.

- Nearly 20 years of pioneering software-defined networking
- Trusted by more than 1,400 customers in over 100 countries
- One of the fastest growing SD-WAN providers in the country
A diverse network

- **High Bandwidth** – 2 Mbps scaling up to 100 Gbps
- **Nationwide coverage**
- **Uptime and jitter SLAs** with Ethernet Data Services
- **Physically diverse network** from telcos
- **Self-serve customer portal**
- **Network monitoring and management** 24x7x365 from redundant NOCs

Over 1.8 million Ethernet-enabled buildings
Capacity that scales up to 100 Gbps
185k fiber route miles
700+ connected data centers
One of the largest Voice over IP provider in the nation

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Leveraging our ecosystem

Uniquely positioned at the intersection of technology & media
Comcast – strength of our business

- $121B Total consolidated revenue
- 190K Total Employees
- $7.6B in capital investment in 2022
- 99% of footprint with Gigabit broadband
- 34M+ Total Comcast Cable customers

*All figures are accurate as of 2022 unless otherwise noted.*
Where we are

$9.7B
Run-Rate

$256M
2006
Today

Revenue

8.6%
'21 - '22 Growth Rate

2.5M+
Total Business Customers

10K+
Employees Dedicated to Business Services

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*All figures are accurate as of 2022 unless otherwise noted.
Comcast Business – by the numbers

- 40K+ Monthly Client Installations
- 195K+ Managed Enterprise Sites
- 5M Devices Monitored
- 2,500 Ethernet sites connected per month

A New Internet Customer Every 16 Seconds
An Ethernet Location Installed Every 5 Minutes

*All figures are accurate as of Q4 2019 unless otherwise noted.*
The Comcast Business and Masergy
Solutions Advisor Program

ONE program, ONE goal: helping you sell

Your success is our priority. We have the solutions and the people to support you.

“Our team is dedicated to making our partners successful...it’s the focus of each and every person in our program. Our combined Comcast Business and Masergy team is best-in-class, profitable and here to stay.”

– Craig Schlagbaum, SVP and Channel Chief at Comcast Business and Masergy

Watch the video
It pays to be a Comcast Business Solutions Advisor

<table>
<thead>
<tr>
<th>APEX ADVISOR</th>
<th>ADVANCED ADVISOR</th>
<th>ADVISOR</th>
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<tbody>
<tr>
<td>To achieve Apex Advisor, partners must have a minimum $10,000 average monthly sales AND Advanced Solutions Sales. By Invitation Only.</td>
<td>To achieve Advanced Advisor, partners must have a minimum $5,000 average monthly sales AND Advanced Solutions Sales.</td>
<td>To achieve Advisor, partners must have a minimum $2,500 average monthly sales.</td>
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• Benefits at every level
  – Programs built to enable sales and drive results
  – Apex Advisor, Advanced Advisor and Advisor levels with increasing benefits

• Everyone receives
  – Recurring revenue
  – Resources to streamline sales
  – Sales, operations & marketing support
  – Ongoing education & training
  – Strength of the Comcast Business brand

FOR MORE DETAILS, CONTACT US AT COMCAST_SAP@COMCAST.COM.
Program resources

Our resources are built to help you:

**Engage**
- Dedicated channel team – meet them
- Comcast Business Community
- Follow the LinkedIn Solutions Advisor Program page

**Educate**
- Webinars
- Weekly Download newsletter
- Product training portal

**Enable**
- PrintPoint
- Comcast Control Center (C3)
- Bandwidth calculator
- Lucrative SPIFs
- Masergy Partner Portal
Thank you!