

# Fact Sheet





## About Intermedia

Intermedia is a Unified Communications as a Service (UCaaS) and business cloud email provider hyper-focused on delivering easy-to-use and secure communication and collaboration solutions to SMBs and the partners that serve them. More than 110,000 business customers and 6,500 active partners rely on Intermedia for greater reliability and productivity. Intermedia's broad yet tightly integrated suite of cloud applications is managed through one intuitive point of control and is backed by a 99.999% uptime service level agreement (SLA).

Intermedia's 360° approach to partner success makes it easy for channel partners to sell, set up, manage, and support the cloud while achieving strong margins and creating attractive new revenue streams through both branded and private label programs.

Plus, Intermedia's partner program is designed to give you ultimate control – over services, margins, profitability, and most important, your customer relationships. The intent is to give YOU control of your customer relationships so you build the value of YOUR business. Under Intermedia's Private Label Reseller model, you control branding, billing and pricing – see up to 50% margins or more! Alternatively, you can sell under Intermedia's Advisor partner model to earn an up-front and recurring commission. The choice is yours on a customer-by-customer basis.

J.D. Power certifies Intermedia for providing an “Outstanding Customer Service Experience” in Assisted Technical Support 3 years running. While you have the ability to own your customer relationships, Intermedia has your back every step of the way and will support you from pre-sale to post-sale with their entire offering, which includes:

 <p><b>Voice &amp; Unified Communications</b></p> <ul style="list-style-type: none"> <li>- Intermedia Unite</li> <li>- SIP Trunking</li> <li>- AnyMeeting<sup>®</sup> Video Conferencing</li> <li>- AnyMeeting<sup>®</sup> Webinars</li> <li>- Contact Center</li> </ul>	 <p><b>Productivity &amp; Email</b></p> <ul style="list-style-type: none"> <li>- Office 365<sup>®</sup></li> <li>- Exchange Email</li> </ul>	 <p><b>Backup, File Sync &amp; Share</b></p> <ul style="list-style-type: none"> <li>- SecuriSync<sup>®</sup> Backup &amp; File Sharing, plus Advanced Anti-Malware from BitDefender</li> </ul>	 <p><b>Security &amp; Compliance</b></p> <ul style="list-style-type: none"> <li>- Email Archiving</li> <li>- Encrypted Email</li> <li>- Intermedia Email Protection</li> <li>- AppID<sup>®</sup> Identity &amp; Access Management</li> </ul>
---	---	--	---

# Why Intermedia Wins

## Voice & UCaaS:

- 20+ years of UCaaS industry expertise
- Reseller white-label channel model (resellers own the customer, own the brand, set the margins)
- Intermedia Unite is an all-in-one customizable and highly mobile solution (inclusive of a next-gen phone system, screen sharing, video collaboration, and backup and file sharing)
- Partner-friendly: easy to sell, install and support. Free Certification.
- No Contracts: month-to-month billing
- No costs associated with becoming a partner: [www.intermedia.net/jenne](http://www.intermedia.net/jenne)
- Proprietary platform and products - owning the technology allows for greater integration and control
- Enterprise-grade reliability 99.999% uptime SLA (Fail over, redundancy and resiliency built into network)
- J.D. Power-certified 24/7 support

## Productivity & Email:

- World's largest independent provider of Exchange Email
- Choice between Public or Private Cloud deployment
- Private-label channel model (reduces channel conflict, increases partner margin, enables partner to own the customer)
- All plans include enterprise-grade 99.999% SLA
- J.D. Power-certified 24/7 support and white-glove migration and onboarding

## Compatible Products

Intermedia Cloud Technologies are compatible with other business communications products from Jenne.

### SIP Trunking:

Any phones offered by Jenne

[View List of Certified PBX for Use with SIP Trunking](#)

### Intermedia Unite™:



Yealink



Poly

Follow Intermedia on Social Media!



Intermedia/Jenne Sign-Up Link for Reseller Partners:

[www.intermedia.net/jenne](http://www.intermedia.net/jenne)