



ACC Business

ADI – America Reopens

Sales Process

Updated: 05/15/2020

Promotion Details

Let's put our existing assets to good use! This program is designed to help you win new deals fast! Available to prospective customers who do not have ADI, and the Access provider is AT&T In-Franchise or AT&T LNS. Use this promotion to help close new ADI deals with ACC Business!

Qualification:

- 1) Sign ACC ADI contract by August 31st
- 2) 24 or 36-month term required
- 3) Must not have existing ADI service (ACC or AT&T)
- 4) AT&T In-Franchise or AT&T LNS access
- 5) Port Speeds from 10M to 1G (1G access max)

Customers receive:

- ✓ Month 6 ADI charges (port & access) waived for ALL ACC ADI sites ordered until 12/31/20

Step 1 – Qualify

Qualify your customer based on the criteria above.

Step 2 – Approval, Quoting & Contracting

NOTE: Special Handling of the ACC ADI MasterStream quote and CUSTOM ACC ADI Pricing Schedule are required.

In ACC Masterstream quote:

1. Add the following notes - use "RFQ Notes" button:
 1. Promotion Name – America Reopens
 2. Attest Customer has no existing ADI (either AT&T or ACC)
2. Send quote to ACC Pricing Team
 - a. Change Status to "SPR Needed"
 - b. Click "Responsible" button - select "Inbox Manager Admin"
 - c. Click "Send Notification" button

ACC Pricing Team

- i. Confirms eligibility
- ii. Updates ADI MS quote notes (first line):
"AMERICA REOPENS – MONTH SIX FREE. CUSTOM CONTRACT REQUIRED."
- iii. Creates ACC ADI PS version with Conditional Waiver of Charges, & attaches to MS quote
- iv. Confirms eligibility for customer add-on sales after initial order (until 12/31/20)

Allow for 48-hour interval for ACC Pricing to process

Step 3 – Orders

Utilize custom ACC Pricing Schedule provided by ACC Pricing & updated ADI MS quote.

Submit order packet (with custom contract) BAU to ACC Business SQAD. No additional steps required.

Good luck Selling!

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Colocation Ecosystem Incentive



From August 28 to December 31, 2020, ACC Business Solution Providers are eligible for up to 2X MRC on qualifying orders of AT&T Colocation Ecosystem for new ACC Business customers. Certain rules apply; to see full program details contact your Channel Manager or AT&T Master Agent for more information.

For more information on how AT&T and ACC can accelerate your business, contact your AT&T Channel Manager or Master Agent.

ACC Business Colocation Ecosystem Incentive Overview

AT&T teams with colocation ecosystem partners to provide high-performance, high-bandwidth connectivity for your customer's data center and cloud solution needs.

Incentive timeframe: Qualifying new sales between August 28, 2020 and December 31, 2020 will be eligible for this incentive

Payout: The equivalent of 1 or 2 months (depending on the partner) of space and power MRC. Incentives will be paid to the ACC Business Solution Provider by either the cloud ecosystem partner or by ACC Business. CoreSite, Digital Realty, Equinix, QTS, vXchnge are all eligible for 2X MRC; Evoque is eligible for 1X MRC.

Qualifying opportunities will be worked through the standard ACC Business Colocation Ecosystem process. Valid opportunities must be registered. See program documentation for full details.