

AT&T Colocation Ecosystem Incentive



**Earn up to 2X MRC
Incentive on
qualifying new ATT
Colocation business
sales***

**January 1, 2020 –
December 31, 2020**



AT&T Alliance Solution Providers now have the opportunity to earn up to 2X the MRC on **NEW** business sales with the following AT&T Colocation ecosystem partners:



*Certain rules apply, see [full program documentation](#) for details

Please contact your Channel Manager if you have any questions or would like any additional information.

**To learn more about the power of the AT&T brand to generate business growth,
contact your AT&T Master Agent.**

AT&T Colocation Ecosystem Incentive Overview

What is AT&T Colocation with Ecosystem Partners? AT&T teams with Colocation ecosystem partners to provide high performance, high-bandwidth connectivity for your data center and cloud solutions – solutions that scale to your business needs with access to 350+ facilities worldwide with robust interconnection services.

Incentive timeframe: Qualifying new sales between January 1st and December 31st, 2020 will be eligible for the incentive

Payout : The equivalent of 1 or 2 months (depending on the partner) of space and power MRC* Incentives will be paid to the AT&T Alliance Channel Solution Provider in good standing by AT&T. *Certain rules apply, see [full program documentation](#) for details .

Qualifying opportunities will be worked through the standard AT&T Colocation Ecosystem process via Network Integration (NI). Valid opportunities must be registered. See program documentation for more details on the Alliance Portal.

Participating Colocation Ecosystem Partners:

- **2X MRC Additional Incentive:**
 - CoreSite
 - Digital Realty
 - Equinix
 - QTS
 - vXchnge
 - SST/Unisiti
- **1X MRC Additional Incentive:**
 - Evoque

More information can be found in Alliance Portal > Library >Marketing Tools. For inquiries, please contact your channel manager or AT&T Master Agent.