



# Join Our **Channel Partner Network**

## Team, Win, and Grow Your Network with Segra

We value the relationship between partner and customer, so much so, that we have true collaboration between our partners and our sales force. Segra is committed to supporting our partners and customers as we believe focusing on the customer, together, is the best path to success. Our talented Account Directors and Sales Engineers will support you and your customers with the solution they need. Our Project Management team is second to none and will properly implement the solution on time.

### **Benefits of Becoming a Partner**

Teaming with Segra will feel like an extension of your business. Our teaming model makes you, the trusted advisor, an extension of our direct sales force. We work together, support you as needed, and win together.

**Below are a few more benefits you can look forward to:**

- Evergreen commissions
- Commission management
- Customized tools/portals
- Ongoing education
- Residual income
- Teaming with our direct sales force
- Marketing support
- Dedicated back-office support teams
- Help from subject matter experts
- Over 500,000 on-net and near-net buildings

### **About Segra**

Segra owns and operates a wide and dense fiber-optic infrastructure footprint that provides state-of-the-art connectivity, cybersecurity, voice, cloud and colocation solutions, all backed by industry leading service and reliability. Serving over 20,000 connected customer locations in 24 states and 44,000 fiber route miles, Segra has been providing customer focused solutions for over 125 years. Segra is a standalone fiber company owned by Cox Communications. For more information, visit [segra.com](http://segra.com).

Through Segra, Cox Business, RapidScale and Hospitality Network, Cox Communications provides a broad commercial solutions portfolio including advanced cloud and managed IT solutions and fiber-based network solutions that create connected environments, unique hospitality experiences and support diverse applications for nearly 370,000 businesses nationwide.

### **Your Segra Channel Partner Contacts**

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