

## WE HAVE JOINED THE AT&T PARTNER EXCHANGE PROGRAM<sup>SM</sup>

### WHAT IS THE AT&T PARTNER EXCHANGE?

AT&T Partner Exchange is a reseller program designed to help solution providers attract new customers, grow sales and innovate in collaboration with AT&T. Dynalink Communications is an AT&T Partner Exchange Platinum level solution provider, the highest level in the program.



### WHAT DOES THIS MEAN TO YOU?

#### ▶ INCREDIBLE SAVINGS

We are able to bundle AT&T solutions with DynaLink's solutions and offer clients the advantage of the AT&T network, cloud, and mobility services at substantial savings while removing the frustration associated with multiple plan designs and terms. DynaLink, and its channel sales organization, are simplifying the offering to meet the needs of all corporations – large and small.

#### ▶ NO DEVICE CHANGE REQUIRED OR RECEIVE FREE UPGRADES.

If you are using AT&T, there is no need to change any devices. If you are using Sprint, Verizon or T-Mobile, receive free upgrades with ZERO out of pocket Expense.

#### ▶ UNPARALLELED SUPPORT

Customer service is managed directly by DynaLink via its award winning 24/7 dedicated support team. As an authorized solution provider, DynaLink has AT&T's full tactical support by providing dedicated sales, marketing and service teams.

### HOW DO I GET STARTED?

#### ▶ DATA COLLECTION

Client provides billing data as it relates to the current program and costs. This could be in the form of a raw data download or bill copy(s). This data will allow our team to give you a transparent comparison of your current program and make recommendations based on your current and future needs.

#### ▶ SAVINGS & NEEDS ANALYSIS

A full cost analysis and ROI will be performed based on the client's current program design and cost structure. Analysis includes all recurring and one-time costs, credits, and rebates. Substantial reduction in costs is not the only benefit. Consideration is given to the clients' overall telecom needs including customer service, device replacement/procurement, technical support, program growth, etc.

#### ▶ AUTHORIZE CHANGE

A simple conversation document authorizes Dynalink to Migrate billing to its' platform. There is no change in AT&T Equipment for the end-user if they are using AT&T. If you are using another provider, your brand new upgraded phone can be activated via our toll free service number in minutes. Each client can custom design a billing format for their personal needs. In addition, each client will have access to any number of detailed management reports.