

# COVAD MASTER AGENTS



**ABP TECHNOLOGY** offers connectivity solutions and specializes in working with VARs and Agents that focus on critical data, VoIP, IP Surveillance and IP Video conferencing.

ABP subagents receive commissions at or above those offered with a direct contract. We have established preferred relationships with more than a dozen leading IP Service Providers and SIP Trunk Providers. As a result, we can offer carriers' best rates for more competitive quotes, and there are no exclusivity clauses—so you can select the best option for your customer.

ABP understands the comparative advantages, commission payouts, and costs associated with each carrier. And when markets change or a carrier alters their program, ABP can quickly assist agents in adapting to any new opportunities.

Contact the IP Services Product Manager at 972-831-1600, extension 160 or at [jeffd@abptech.com](mailto:jeffd@abptech.com).



**INTELISYS** represents more than 30 telecom suppliers exclusively through the channel's most accomplished sales organizations. As an Intelisys Sales Partner, Covad can focus on its customers' needs because Intelisys takes care of its partners' needs. The company knows that its partners never settle for less than the best. Neither do they.

Intelisys realizes its partners want more, so it is uniquely staffed and trained to help sales agents at the top of their game achieve even greater success. If a partner needs something, they can be sure that someone at Intelisys has a measurable objective to get it done.

Contact Intelisys at 800-615-8330 or visit [www.intelisyscorp.com/topofyourgame](http://www.intelisyscorp.com/topofyourgame).



**THE KEANETEL** Sales Partner Program is a unique business model for telecom sales agents. As one of America's foremost Master Agents, KeaneTel receives higher commissions than most other Master Agents. And because its partners receive 100 percent payment of the commissions paid by the carrier, partners earn higher percentages and make more money.

Partners also get excellent pricing, order processing, implementation, and marketing support. KeaneTel offers superior IT services, being the only Master Agent that provides the convenience and speed of Instant Quotes by MasterStream and the powerful commission processing capabilities of RPM. KeaneTel offers the integrated industry-leading programs their partners need to run their businesses.

Contact KeaneTel at [www.keanetelsalespartners.com](http://www.keanetelsalespartners.com) or call Jeff Keane at 877-532-6332 Ext. 740.



**SANDLER PARTNERS** and co-Founder Alan Sandler have been repeatedly featured in Inc. Magazine's list of *America's Fastest Growing Companies*. Because of its exceptional carrier relationships, Sandler is able to offer its master agents a flexible commissions model that delivers the highest commissions in the industry or, personalized assistance with sales, closing and service for a slightly lower commission on a deal-by-deal basis.

Sandler Partners is a proud representative of Covad products and delivers its agents more than 60 other carrier choices for products including wireless, conferencing and many other value-added solutions.

Contact the Alan Sandler at 310-796-1393, [alan@sandlerpartners.com](mailto:alan@sandlerpartners.com).



**TELARUS**, Covad's number one Master Agent, stands above the rest when it comes to supporting Covad sales efforts. All agents get real-time access to Covad product availability through Telarus' GeoQuote system which shows you commission and spiff promotions right along with the price. Throw in Telarus' in-house CRM, task manager, turn-key XML-driven marketing websites, and commission tracking system and what you have is a fine-tuned Covad selling machine.

Telarus was named the number one Master Agent in 2008 (as voted by the Telecom Association) and is the only Master Agent recognized by VARBusiness magazine as a gold, five-star channel program. Telarus makes selling telecom easy—especially when it comes to Covad.

Contact Telarus at [www.telarus.com/commercial\\_product\\_specialists.html](http://www.telarus.com/commercial_product_specialists.html) or call 801-938-3701.



**TELECOM BROKERAGE, INC.** Experienced, trained, with an award-winning back-office, TBI is one of the nation's leading Master Agents. Partners can be confident with the evergreen clause in the contract which states that as long as TBI is receiving commissions, representatives will be paid their share of commissions.

Become an agent with TBI and retain the most valuable asset you have, the relationship with your customer. At TBI, the agent is our customer. TBI will provide multiple vendor quotes so you can provide a solution that is right for your customers. With over 60 carriers, TBI will give you the right product at the right price.

No volume commitment and 100 percent pass-through on bonuses, existing Covad revenue is safe and consistently paid at the current Covad commissions level. TBI allows its partners to do what they do best—sell solutions.

Contact Telecom Brokerage at [www.tbicom.com](http://www.tbicom.com) or call Geoff Shepstone at 847-353-1842.



**WORLD TELECOM GROUP (WTG)** is a premier Master Agent providing exceptional service to Agent Partners since 1996. Voted in the top three of all Master Agents and number one in wireless/mobility two years in a row by the Telecom Association, WTG is also one of only four Master Agents in Phone+ magazine's Top 50 Channel Programs.

WTG pays top commissions and provides access to PartnerEdge, the industry's leading telecom sales automation tool that provides proposal-quality quotes, order management, commission reporting, and more. As a Covad agent for five years, WTG knows Covad products and services and receives exceptional support, which makes providing Covad services easy. We are uniquely positioned to provide the best Covad service and back-office support in the industry.

Contact the Partner Development Manager at 310-456-2200, extension 311, or go to [www.wtg.com](http://www.wtg.com).

\*KeaneTel pays 100 percent commissions on all KeaneTel carriers except Verizon (VZB and VZT), Qwest, and AT&T. These carriers are paid at 80 percent of KeaneTel's commission rates.

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