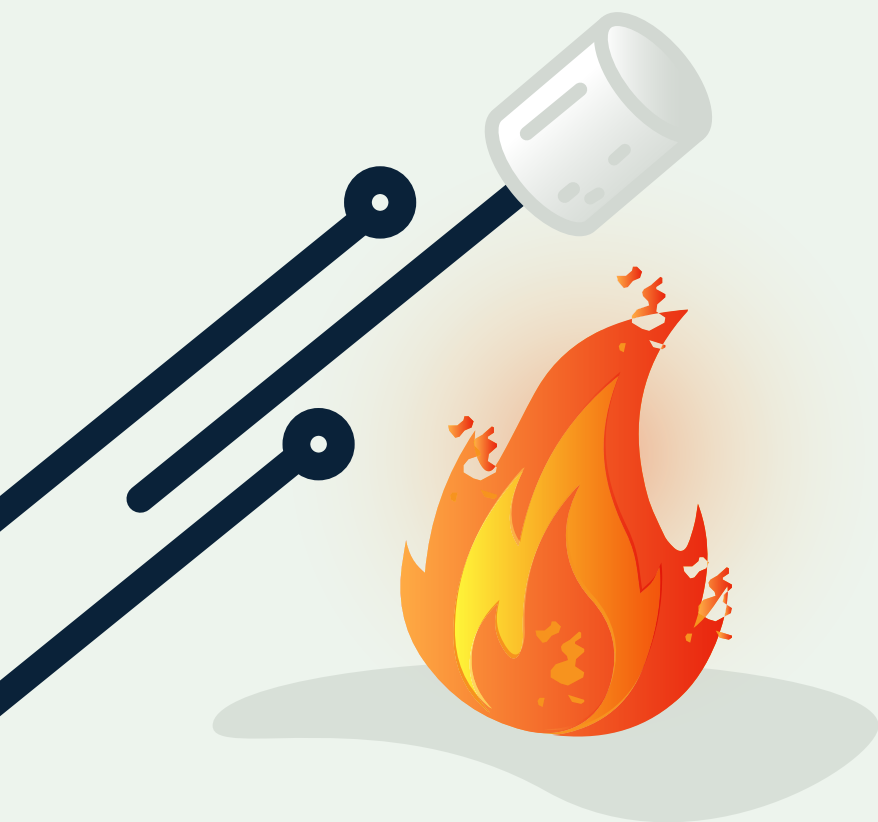


Camp Ignite
PARTNER
FIELD GUIDE



What's Inside

- 1 Why Partner with Channel?
- 2 Network & Services
- 3 Data Center SPIFF
- 4 Lit Building SPIFF
- 5 Hot New Bonus & Resources

Why Partner with the FiberLight Channel Team?

- **Channel-Only. Partner-First. Purpose-Built**

At FiberLight, we're built for the channel, and it shows in everything we do.

We protect our partner deals—start to finish. You're the face of the deal, and we stay behind the scenes.

- **Higher Payouts. Bigger SPIFFs**

We deliver top-tier commissions plus limited-time promos to boost your earnings.

- **Work with Any TSD You Choose**

We're aligned with all 10 major master agents, giving you full freedom to sell your way.

- **24-Hour Turnaround Times**

Our quoting is fast, flexible, and responsive *because speed wins deals.*

- **Real Support from Real People**

Our experienced, channel-dedicated team is just a call, text, or email away.

- **Built on Simplicity, Service, and Results**

We simplify fiber. We show up, and we deliver *because that's what partners deserve.*



Network Footprint & Services

20K+

Fiber Network Route Miles

3.1M

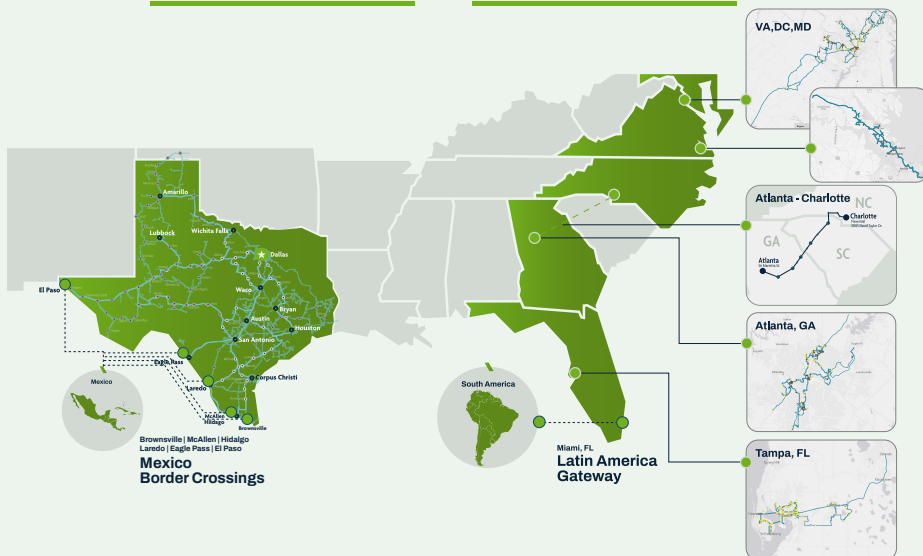
Total Fiber Miles

280

Serviceable Data Centers

1900+

Towers



Lit Services



Dedicated Internet Access



Wavelengths



Ethernet



Cloud Connect



Wireless Backhaul

Dark Services



Dark Fiber

Limited Time Offer
Ends Dec. 31, 2025

Camp Ignite
SPIFF
Limited Time Offer

Tap Into Our Network Data Centers

Exclusive Savings for a Limited Time Only

5G

and below

3x
MRR

10G

and over/100G Wave

2x
MRR

100G

Dedicated Internet Access

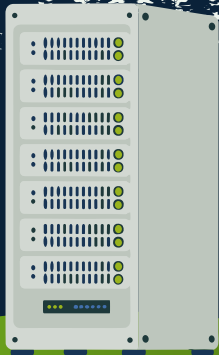
1x
MRR

-One-time payment upon customer service installation.
-On-Net Data Center to On-Net Data Center Only
-3yr Minimum Term Required

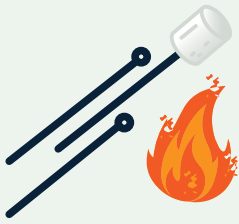
-Customer is Responsible for Cross Connects
-DIA- /29 included; Anything Over is Cost Associated

SERVICES & PRICING

	Term	36	60
Dedicated Internet Access	1G	\$575	\$525
	2G	\$725	\$675
	5G	\$800	\$750
	10G	\$1,175	\$1,100
	100G	\$8,500	\$7,500
EVPL Point-to-Point	Term	36	60
	1G	\$625	\$575
	2G	\$775	\$725
	5G	\$850	\$800
Wavelengths	10G	\$950	\$900
	Term	36	60
	100G	\$1,975	\$1,650



These one-time payouts are exclusive to New FiberLight End-User Customers (defined below) or current FiberLight Customers who are adding a new location for Service and are paid upon FiberLight's sole discretion. New FiberLight End-User Customers are defined as a Customer who (i) is initiating Services (defined below) with FiberLight for the first-time, or (ii) formerly was a FiberLight Customer but terminated all Services with FiberLight and is initiating Service with FiberLight again. All Service orders must be classified as "Closed Won" in FiberLight's Salesforce.com to be eligible for payment. Notwithstanding, payment and New FiberLight End-User Customers classification shall be at FiberLight's sole and absolute discretion. FiberLight reserves the right to terminate this program at any time without notice. This offer will apply for a limited period of time, beginning Feb. 1, 2025 and expiring on Dec. 31, 2025.



SPECIAL INCENTIVE!

LIT BUILDING

SELL LIT TODAY FOR 2X MRR

SELL S'MORE WORRY LESS

2x MRR

All Lit Buildings

-One-time payment upon
customer service installation

-2yr Minimum Term Required

-DIA- /29 included; Anything
Over is Cost Associated

- **Lightning-Fast Installs**

Get connected in no time!

- **Exclusive Rates**

Special pricing for businesses
in lit buildings.

- **Customer-First Approach**

We focus on YOUR needs.

- **24/7 Trail Guide Support**

Always here when you need us.

Limited Time Offer
Ends Dec. 31, 2025



Camp Ignite "Stackable" Bonus

August 1 - September 30, 2025

\$250

1 New Logo

\$500

2 New Logos

\$1,000

3+ New Logos

Rules:

- This bonus may be "stacked" with the other SPIFFs. (Including Data Center and Lit Building promos)
- Applies to net new customers only (no existing)
- Contract must be executed during promo period. (Install time does not impact payout)
- Bonus is paid out once per agent, based on tier achieved
- Open to all registered sub-agents under an approved TSD
- Opportunities must follow standard FiberLight registration and qualification process

Flame Your Way TO PARTNER RESOURCES!

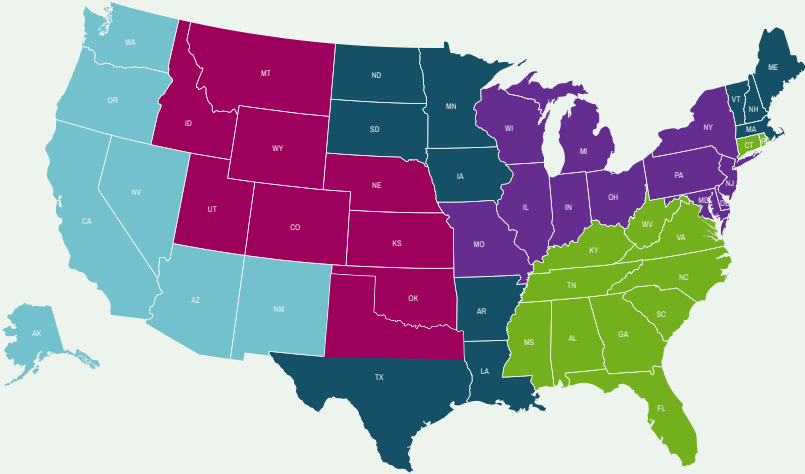
Simply scan to access exclusive partner resources, including:

- > Current Partner SPIFFs
- > FiberLight Lit Building Lists
- > On-Net Building Lists
- > Near-Net Building Lists
- > Current Data Center Lists
- > Services Overviews
- > Corporate Overviews
- > FiberLight Partner Presentation
- > More...



*When you scan, you can Log In or Request Access.
Please contact your channel program manager with any questions.*

We've Got You Covered.



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