



INTERMEDIA
CLOUD COMMUNICATIONS

Unified Communications: Catching the Wave of Cloud Migration

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What is Unified Communications?

Unified Communications (UC) is a service that:

- Provides an intuitive and consistent user experience and interface
- Enables improved productivity and collaboration for an increasingly mobile and remote workforce
- Allows users to utilize multiple communication devices including desk phones, mobile phones, computers and browsers

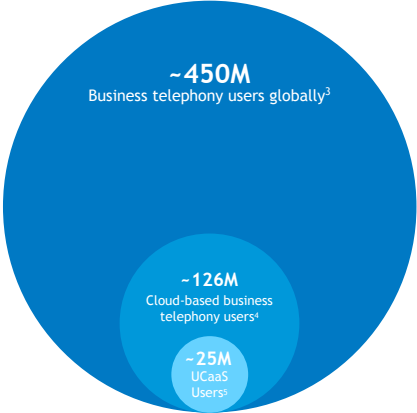


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Massive (and Growing) Market Opportunity



Underpenetrated Global UCaaS Opportunity



1. IDC, Worldwide Unified Communications and Collaboration Forecast, 2022-2024 (May 2022), MarketsandMarkets - Enterprise File Synchronization and Sharing (EFS) Market with Covid-19 Impact by Component (Solutions & Services), Deployment Mode (Cloud & On-premises), Cloud Type (Public, Private, & Hybrid), End User (Large Enterprises & SMEs), Vertical, Region - Global Forecast to 2026; IDC, Worldwide Contact Center Applications Software Forecast, 2022-2026: The Transition Continues (July 2022)

2. Badicati - Secure Email Gateway - Market Quadrant 2020, IDC Market Analysis Perspective: Worldwide Collaborative Applications, September 2021, IDC - Semiannual Telecom Services Tracker - November 2021, MarketsandMarkets - Global Forecast to 2025

3. Based on Gartner estimates

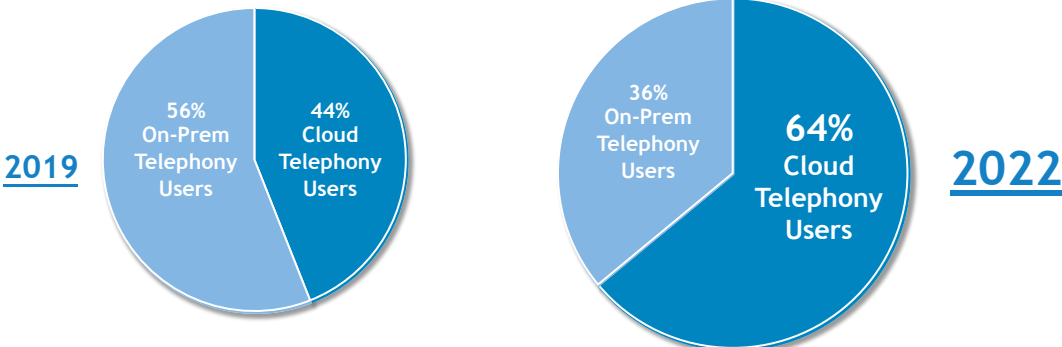
4. Cloud-based telephony defined by source (Gartner) as enterprise-grade telephony that is owned, delivered and managed remotely by a third-party provider. The infrastructure is shared, multi-tenant or virtualized, and is consumed in a one-to-many model

5. Per Synergy Research Group, "As Microsoft and Zoom Gain UCaaS Market Share, BYOC Coming on Strong," September 26, 2022 - Wall Street Research Estimates

Accelerated Shift to the Cloud

- Nearly 2/3 of SMB customers in the US chose cloud over on-prem business telephony last year
- This is up 45% from 2019 and will continue to trend up according to analysts

US Market - User licenses obtained (Businesses <500 emp)




Source: MZA, LTD "The Global Telecommunications Market" - November 2022


Office Phone System	Elevate Cloud Communications
1. It costs you more than you think	➔ Move to the cloud and forget about buying hardware, phone lines, long distance, maintenance or support costs.
2. It's a depreciating asset	➔ Only gets better and better
3. It's built primarily for voice	➔ Communicate with voice, chat, video and SMS
4. It isn't optimized for employees to be productive outside the office	➔ Connect employees at the office, home, mobile or wherever work is being done
5. It's not designed for a great customer experience	➔ Let your customers communicate with your business the way they want and get fast responses from your business
6. It won't get the newest technology	➔ Always getting the latest technology such as AI and analytics

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Welcome Danielle and Damon



Danielle Wolowitz
Executive Vice President
Shore Business Systems



Damon DoRemus
Chief Information Officer
JD Young

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Simple for Partners to Sell & Support

Easy for **CUSTOMERS** to Deploy and Use

Easy for Partners To Sell & Support

- ✓ Easy and free to get Sales & Tech personnel trained quickly
- ✓ Easy to operationalize
- ✓ Ability to wrap other services & support around Intermedia solution

Peace of Mind for Customers:

- ✓ Intuitive, reliable solution
- ✓ Easy to deploy & use
- ✓ One secure platform, 30 apps

ONE Intelligent Communications, Collaboration & Productivity Platform
 ONE Low Monthly Rate | ONE Seamless, Worry-Free Experience™
VIDEO / PHONE / CHAT / CONTACT CENTER / FILES / EMAIL
INTERMEDIA
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Now is the Time to Move Your On-prem Customers to Cloud

With the *right* partnership model!

CUSTOMER OWNERSHIP RESELLER (CORE™) <small>(partner bills and provides support)</small>		ADVISOR <small>(Intermedia bills and provides support)</small>
Co-branded	Private Label	
<p style="text-align: center;">Economics</p> <ul style="list-style-type: none"> You set the pricing You take the topline rev 	<div style="background-color: #0070C0; color: white; border-radius: 50%; width: 60px; height: 60px; display: flex; align-items: center; justify-content: center; margin: 0 auto;"> <div style="text-align: center;"> <p>~5x more revenue!</p> </div> </div>	<p style="text-align: center;">Economics</p> <ul style="list-style-type: none"> Upfront and ongoing commissions <p style="text-align: center; color: #70AD47; font-weight: bold;">[Great to get started or if you don't handle monthly billing]</p>

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Why Partner With Intermedia?

We Help Office Equipment Dealers

Minimize risk

Maximize revenue







We WORK for YOU!

- ✓ Customer Ownership (CORE) or Advisor
- ✓ Free Certification, Training, Demo
- ✓ Top Line Revenue = 16X Business Valuation!
- ✓ Healthy Margins, Free devices (phones, headsets)
- ✓ Operationally Efficient Platform
- ✓ No Regulatory/Tax Headaches, Sell in 50 states
- ✓ Backed by our J.D. Power-certified Technical Support
- ✓ Your Customers Get 99.999% Uptime SLAs
- ✓ Comprehensive Sales and Marketing Support
- ✓ No Annual Contracts - We Earn It Every Month!


So YOU can focus on Selling!

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QUESTIONS? CONTACT



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