AT&T Partner Exchange Program Guide

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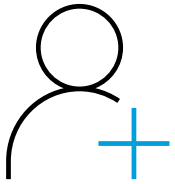
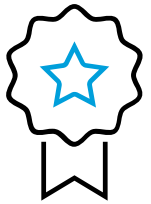
AT&T Business

Channel-first culture

AT&T Partner Exchange is a **first-of-its-kind** reseller program that puts you, the solution provider, in the driver's seat.



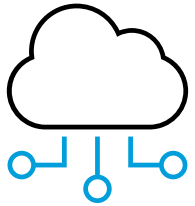
700+ Solution Providers in our program



100+ awards for innovation and leadership

Channel-focused sales and support

Strategic mobility & network solutions



Innovative tools & APIs to simplify workflows

Reseller-specific training programs

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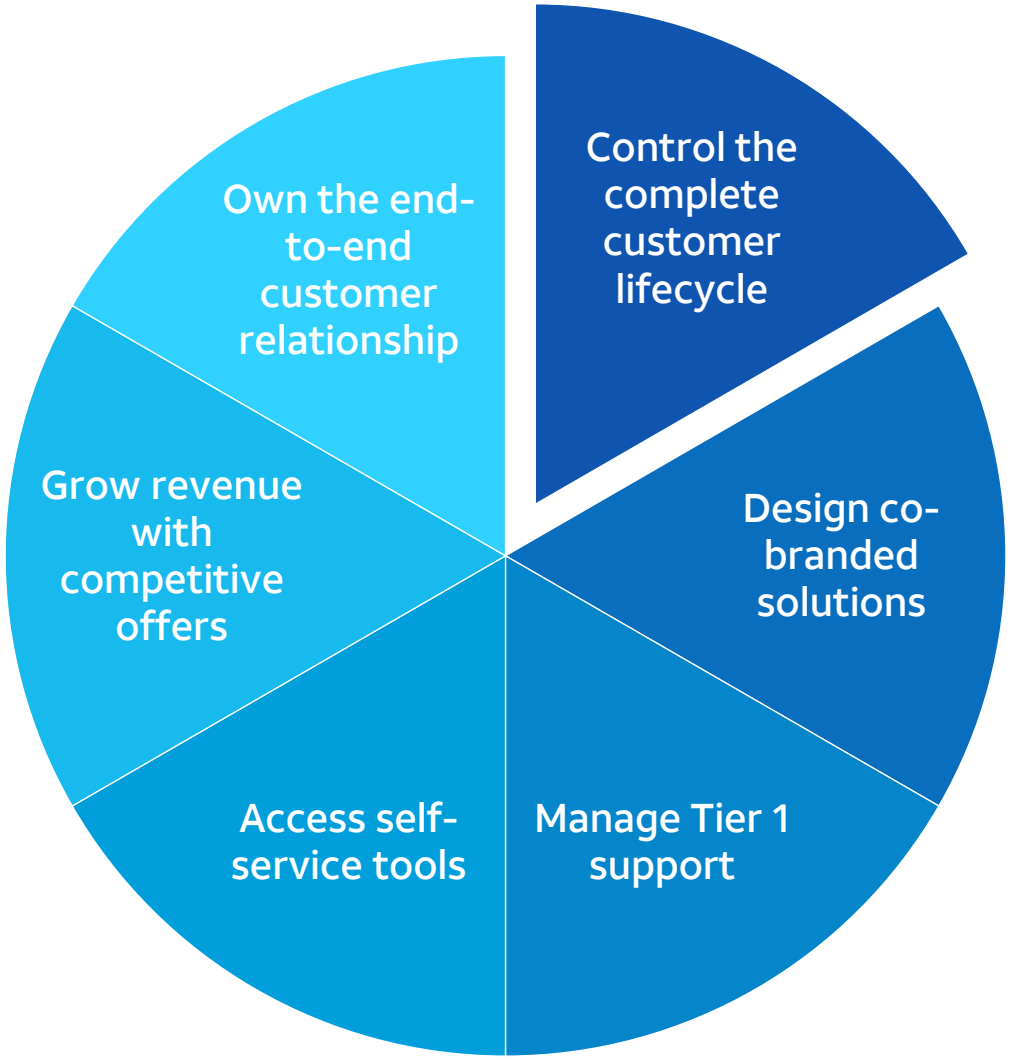
You own the experience

You can build a recurring revenue stream with customized product offers, co-branding capabilities and access to tools and open APIs, while fully owning the end-customer relationship.



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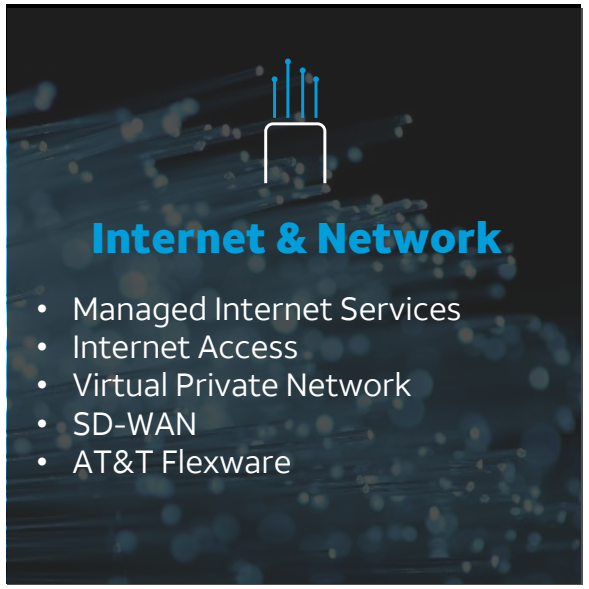
Strategic solutions

Tap into a robust product portfolio, layer in your value-added services and deliver tailored solutions to your customers, all powered by a network designed for the future..

IoT & Mobility

- Wireless Wide Area Network
- Smartphones & Tablets
- International Options
- IoT Professional Services



Internet & Network

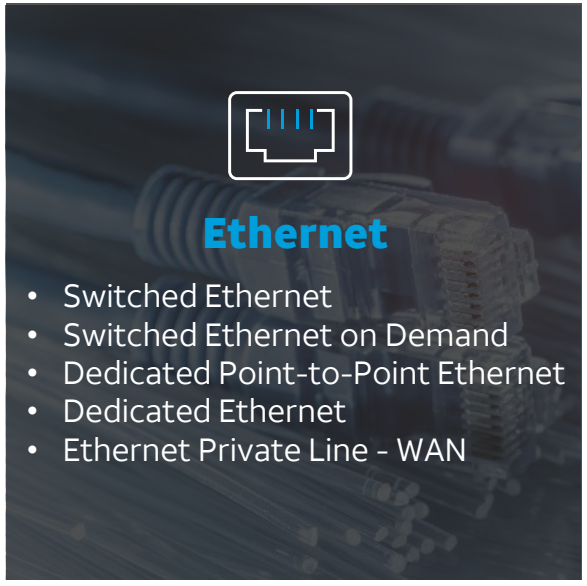
- Managed Internet Services
- Internet Access
- Virtual Private Network
- SD-WAN
- AT&T Flexware

Cybersecurity

- USM Anywhere
- Network-Based Firewall
- DDoS
- Global Security Gateway

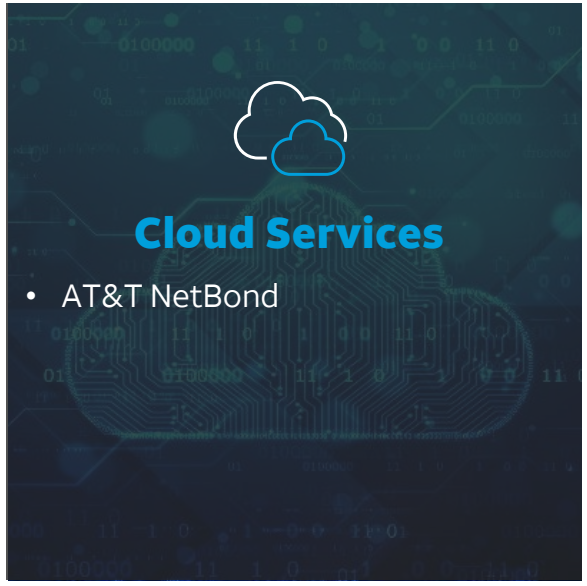
Voice & Collaboration

- IP Flexible Reach



Ethernet

- Switched Ethernet
- Switched Ethernet on Demand
- Dedicated Point-to-Point Ethernet
- Dedicated Ethernet
- Ethernet Private Line - WAN



Cloud Services

- AT&T NetBond

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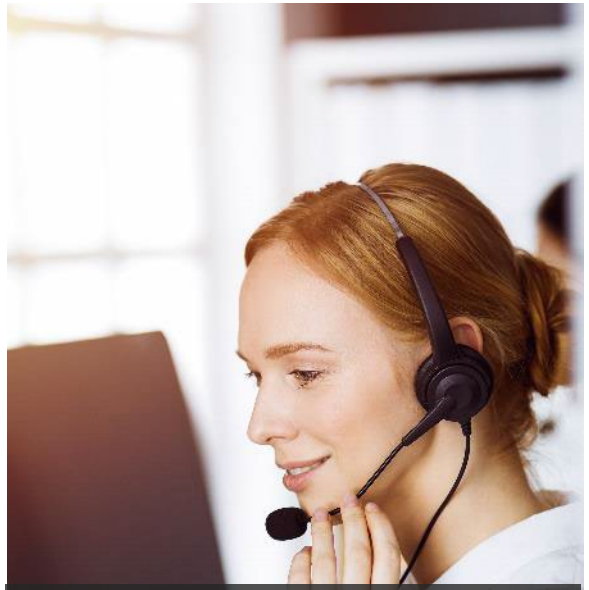
Enablement & support

Own the customer experience with dedicated AT&T sales and support teams, or nurture the customer relationship from start to finish by leveraging our suite of APIs and layer in your value-added services to deliver tailored solutions

Sales Support

- Dedicated managers
- IoT Professional Services
- Managed Security
- Ecosystem Partners



Operations Support

- Billing
- Customer service
- Mobility sales platform
- Marketing services
- Billing services

APIs

- Accelerate service delivery
- Qualify & quote
- Consume directly
- API Connector
- Covers 99% of mobility deals

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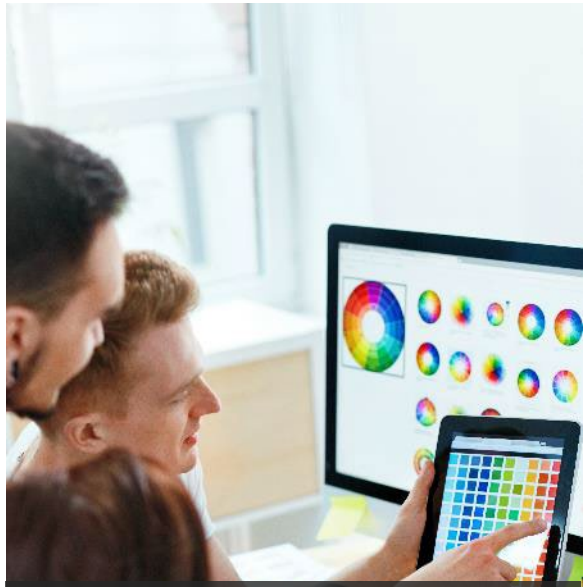
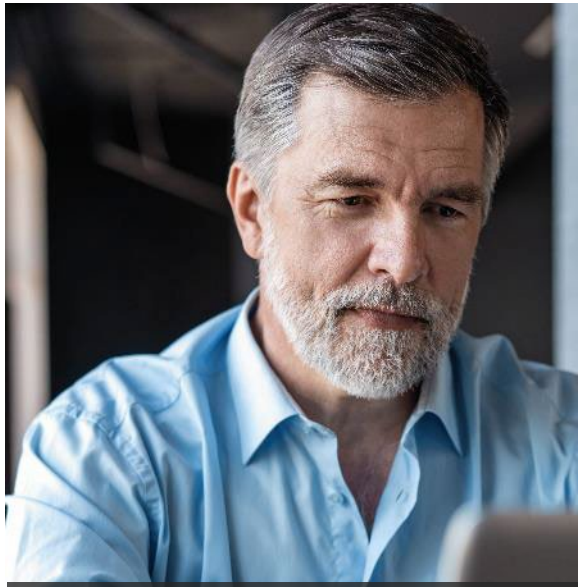
Enablement & support

Flex your marketing muscle with easy-to-use, scalable tools, marketing funds, training, and certifications designed to drive sales results.



Development Funds

- Direct Marketing
- Website Development
- Sales Incentives & Events
- Promotional Materials
- Digital/Print Media



24X7 Portal Access

- Marketing resources
- Rate cards
- Fiber lists
- Quote and order
- Support Center

Training

- Certification tracks
- Online Training
- Webinars
- Podcasts

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Ecosystem Partners

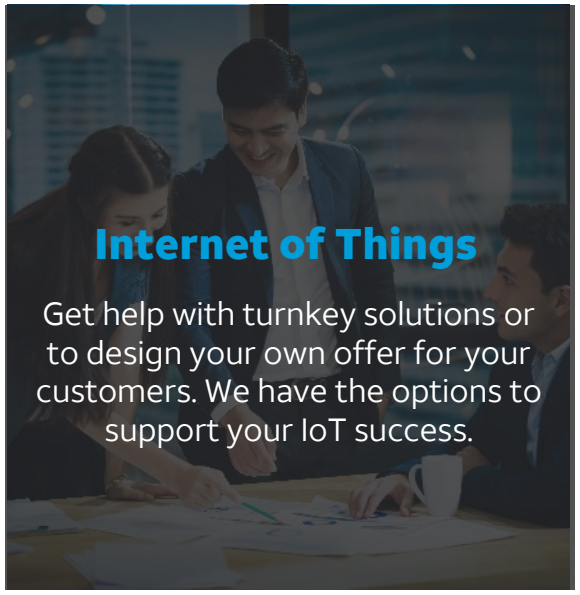
AT&T Ecosystem Partners can help you design your Wireless WAN, IoT, and USM Anywhere solutions and meet your marketing, automation, and billing needs.

Wireless WAN

Provides your business an opportunity to receive compensation for Wireless WAN referrals to approved Ecosystem Partners.

Cybersecurity

MSSP ecosystem partners help you deliver managed security solutions using the USM Anywhere platform.



Internet of Things

Get help with turnkey solutions or to design your own offer for your customers. We have the options to support your IoT success.

Marketing

Marketing as a Service (MaaS) partners can provide custom marketing campaigns & prospecting tools designed to generate new leads for your business.

Billing

Help you calculate taxes & fees for your customers & understand State and Federal obligations as a carrier & ease the burden of compliance while mitigating the risk of audits, fines and penalties.

APIs

Help you use Application Programming Interfaces (APIs) to create connections between business systems, enabling near-instant transmission of information.

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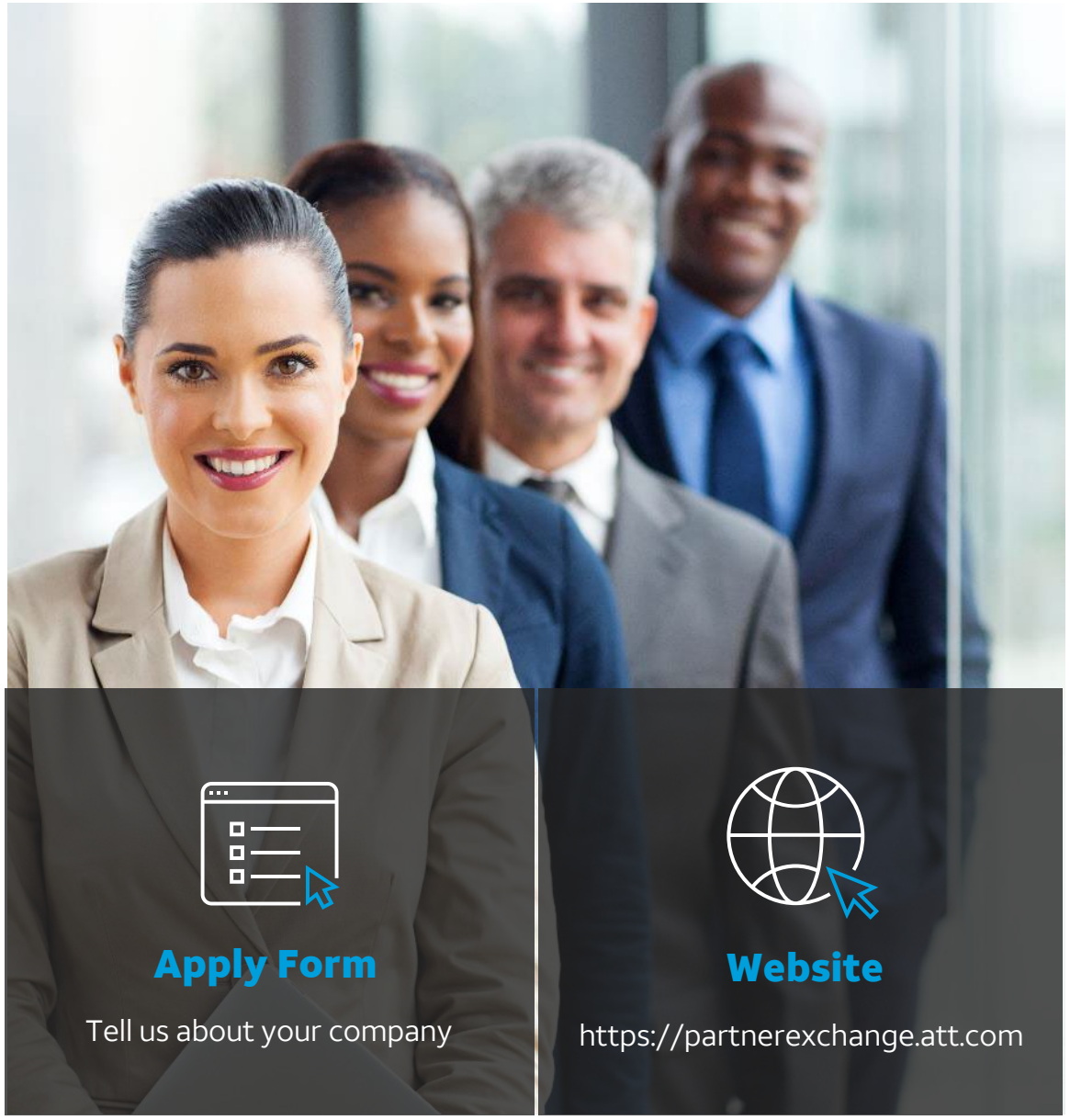
Start your journey

Contact our team of professionals to learn how you can start your journey with AT&T Partner Exchange.



Apply Form

Tell us about your company

Website

https://partnerexchange.att.com

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AT&T Business