



Why it's smart to sell on-net

What does Windstream Enterprise consider on-net?

Windstream Enterprise delivers services, such as voice, Internet, VLS and MPLS, over three types of on-net, last-mile access.

1. Fiber
2. Fixed wireless
3. Ethernet over Copper

On-net, last-mile access, when it is an available option, should always be chosen over a Type II service that Windstream Enterprise must purchase from another carrier.

What are the benefits of on-net access for my customers?

Fiber and fixed wireless provide a faster and more reliable type of access when compared to older copper technologies

Windstream Enterprise can offer faster speeds at a more competitive price when using on-net access methods

Fixed wireless can deliver access to remote areas that other technologies cannot reach

The average deployment for services delivered over fixed wireless is 30-45 days

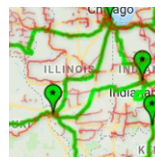
Combining fixed wireless with a buried technology (fiber or copper) amplifies reliability and protects against costly downtime by using two distinct paths that never cross

What are the benefits of selling services delivered via on-net access for me, a Windstream Enterprise partner?

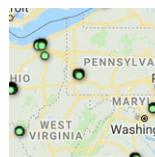
You can currently earn up to 300% when you sell services delivered over fixed wireless or 50mbps or greater fiber access. See the current [SPIFF details](#)*

How do I know if my proposed deals fall in on-net territory?

1. View the appropriate map:



Fiber or copper-fed geography: windstreamenterprise.com/networkmap



Fixed wireless-accessible geography: windstreamenterprise.com/fwmap

2. Apply the appropriate filters on the left side and type an address into the search bar
3. If your searched address displays as a green dot, you may quote the standardized pricing available to you
4. If your location is close to our network or near fixed-wireless accessible buildings, contact your Channel Manager to determine if Windstream Enterprise can support your location

*SPIFF payout and eligibility are subject to change.