



**MIDCO
BUSINESS®**

Midco Channel Partner Program

Growing your portfolio shouldn't be complicated. With Midco, it's not. You get a partner-focused approach that removes friction, simplifies selling and makes your solutions more competitive.



Ongoing Support

Access dedicated business fulfillment and support teams, plus partner-ready online resources for a streamlined experience and fast, accurate service.



Owned Network & Regional Reach

Connect clients to our owned and operated fiber network with 800K+ on-net and near-net locations and uniform pricing – with no upfront costs for construction.



Straightforward Pricing

Billing and invoicing are handled by our team, giving you predictable, uncomplicated pricing without capital expenses or operational overhead.



Strategic Infrastructure

Leverage five national POPs (Chicago, IL, Denver, CO, Kansas City, MO, Minneapolis, MN, Omaha, NE), 10 regional data centers and direct access to four secure U.S. Air Force bases across the Midwest.



Smart Integration

Use Connectbase application programming interfaces (APIs) for seamless serviceability, building-list distribution and quoting to move opportunities forward faster.



High-Capacity Connectivity

Offer enterprise-grade carrier Ethernet of up to 10 Gbps and 10G / 100G / 400G wavelength services built for reliability, performance and scale.

Midco.com/ChannelPartners



Customizable Services

Internet

- Dedicated Internet Access
- Broadband
- Fixed Wireless
- Wi-Fi

Private Networking

- E-Line
- E-LAN
- L3VPN
- Wavelength

SD-WAN

- Wide Area Network
- Wi-Fi
- Cellular Failover

Phone & UCaaS

- Digital POTS Lines
- VoIP Phone
- Trunk Lines
- Business Connect
- Business Texting

Video

- MidcoTV
- Sports and Variety
- Business Music Choice

Security Solutions

- Enhanced DDoS
- Firewall

Data Center

- Colocation

Partnership Expectations

