



## Delivering The Right DIA Solution To Your Customers

*Towerstream uses Fixed Wireless Technology  
to deliver secure and reliable Dedicated  
Internet Access to businesses with speeds  
from 5Mbps to 10Gbps.*



For more info visit:  
[www.towerstream.com/channel](http://www.towerstream.com/channel)

### Contact Your Channel Manager Today!

**David Earle**  
[dearle@towerstream.com](mailto:dearle@towerstream.com)  
m: 203.313.7246  
o: 774.462.0910

**Jason Heroux**  
[jason@towerstream.com](mailto:jason@towerstream.com)  
m 401.662.1977  
o: 401.608.8229



## Channel Battle Card

[www.towerstream.com](http://www.towerstream.com)

### Company Overview

Towerstream is a leading fixed wireless ISP delivering high-speed **Dedicated Internet Access (DIA)** to businesses in major US markets. We deliver business class internet service that is **fast, reliable and cost-effective** to suit your customer's connectivity needs.

### Target Market & Customers

Towerstream can meet the internet connectivity demands of any business that:

- ✓ Requires a **permanent or temporary** high speed internet connection up to 10Gbps.
- ✓ Is located **within 10 Miles of our POPs** (Points-of-presence) in any of our US markets.
- ✓ Has **line-of-sight** to any one of our 200+ POPs located in our US markets.
- ✓ Can obtain **roof access** from the building along with permission to install on the roof.

### Network Coverage

We own and operate a carrier class **Microwave Fixed Wireless Network** with a gigabit mesh ethernet backbone in the following markets:

- Boston
- Chicago
- Dallas/Ft. Worth
- Houston
- Los Angeles
- Miami
- New York
- Philadelphia
- Providence

### Key Features & Benefits

**Rapid Installation** – Our unique service delivery method means we can deploy services faster than fiber providers, typically in 25 days or less.

**True Redundancy** – We deliver service from the roof not the ground. This diverse point of entry to the building allows for a truly redundant solution that fits any company's disaster recovery plan.

**Availability** – We can deliver DIA to over 540K buildings including areas where fiber is scarce, non-existent or too expensive.

**Guaranteed Reliability** – Backed by our industry leading SLA, we guarantee 99.99% uptime.

**Scalability** – As your customer's bandwidth needs grow, we can increase their speeds up to 10Gbps, sometimes with just a simple phone call.

**Dedicated & Symmetrical** – Unlike "best effort" service providers, our throughput is always bi-directional. Your customers will experience the same speeds on the upload and download.

**Free Static IPs** – Unlike some of our competitors, we provide static IP addresses (IPv4 or IPv6) free of charge.

**24/7 US Based Support** – Our expert US based Customer Care Team is always available. We are ready to assist 24 hours a day, 365 days a year.

### FAQ's

**Will service be interrupted by weather? NO!**  
Our service is built to withstand the most adverse weather conditions.

**Is Fixed Wireless secure? YES!**  
The service is protected by authentication and proprietary communication protocols and encryption schemes at the RF layer making it extremely secure.

**Is the equipment intrusive? NO!**  
Towerstream's equipment is generally the size of a small pizza box. Rooftop installation uses a non-penetrating mount and is non-intrusive.

### Channel Partner Benefits

➔ **Competitive Residual Commissions**  
Our Master Agent and Strategic Partner Programs provide top of the line rates, paid on time, helping partners maximize their earning potential.

➔ **Streamlined Quote-To-Order Process**  
We make it simple for you to sell. Simply email [quotes@towerstream.com](mailto:quotes@towerstream.com) and provide us with the installation address and desired bandwidth speeds. We will provide an accurate quote in a matter of minutes not days.

➔ **Dedicated Channel Manager**  
An expert Towerstream Channel Manager will always be available to provide priority support during the sales process and beyond.