



A PARTNER WHO'S A POSITIVE REFLECTION ON YOU.

In the more than 18 years we've been in business, Optimum Lightpath has invested more than \$1 billion in our own fiber-to-the-premise network. Today, that network encompasses more

than 2,500 route miles (127,000 actual miles) and serves nearly 4,000 business customers throughout the New York metro area. Thanks to its self-healing architecture and expert 'round-the-clock monitoring, the Optimum Lightpath network gives our customers the highest levels of service reliability, with guaranteed bandwidth and guaranteed 99.99% network availability.

Always on the leading edge, Optimum Lightpath is fully committed to *carrier-grade* Metro Ethernet. We recently earned global recognition as the first North American cable provider to receive the Metro Ethernet Forum's "Carrier Ethernet Service Provider of the Year for Outstanding Innovation." Optimum Lightpath has also received the *Commendation for Excellent Service* from the New York State Public Service Commission, every year since 1998.

METRO ETHERNET, OPTIMUM LIGHTPATH STYLE.

Using the most widely-deployed LAN technology in the world, Metro Ethernet is an exceptionally cost-effective way to satisfy the ever-growing business demand for high-bandwidth services. Optimum Lightpath Metro Ethernet delivers high-capacity voice, data and Internet services that are not only affordable to end customers, but simple, scalable, secure and reliable. Understandably, demand for our carrier-grade Ethernet service is increasing exponentially.

For more information about Optimum Lightpath and our Metro Ethernet-based products and services, visit www.optimumlightpath.com.



www.optimumlightpath.com/partners



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IT PAYS TO BE AN OPTIMUM LIGHTPATH REFERRAL PARTNER



You work hard for your money. That's just the way it is, for most of us. But Optimum Lightpath has a money-making opportunity for you that will let you capitalize on your experience and your contacts—and make real money without investing a nickel, or hardly lifting a finger. We call it our Referral Partner Program.



Putting our money where your mouth is.

Here's a quick overview of how the Referral Partner program works. First, you tell us a little about your business, your products and services and your customers. If it's a good fit, we'll establish a formal partnership. After that, all you really have to do is tell us about customers of yours, large and small, who would be likely candidates for our services. Then just sit back. When we close the sale, you collect a nice commission—as much as \$25,000 for a single closed lead. It's that simple.

The bucks start here.

So, who are likely candidates for Optimum Lightpath Metro Ethernet services? First of all, they'd have to be new to Optimum Lightpath, and located within our network footprint. (Thousands of businesses fit this description. The service locator at www.optimumlightpath.com can tell you if a building is Metro Ethernet-ready.) Typically, it's a business with 30 or more employees, with high bandwidth requirements—and spending \$2,500 or more a month for voice, data and Internet services. They're often in industries like finance, insurance, real estate, healthcare, education, government, IT and the legal profession.

We'll follow your leads.

As a Referral Partner, your only real responsibility is to go through your client files and refer the appropriate customers to us. You can be involved in the sales process, or not. Either way, we close one out of every three qualified leads we receive from our partners. So the odds are quite good you'll be seeing a return.

See our online presentation at www.optimumlightpath.com/newpartner

Another day, another 2,500 dollars. Or more.

Even though we'll be doing the legwork, we'll be sure to keep you in the loop. You'll be contacted when the sale is finalized, and again after the service is installed. And you'll receive your referral payment within 45 days of the installation.

Which brings us to the heart of the matter: how much can you really make? Depending on the service, the amount you receive is equal to either one or two months of the customer's monthly bill—up to a maximum of \$25,000 per sale. (The charts to the right lay out the commission amounts for each service and configuration.)

As you can see, you really could make some serious money! And you'll be doing your customers a



tremendous service in the process—connecting them with our award-winning capabilities, and saving them as much as 50% on their ongoing voice, data and Internet costs. You might also find you have new opportunities to sell products and services to support the customer's new services.

He who hesitates is losing commissions.

As you can see, you really don't have to spend money to make money. You just have to become an Optimum Lightpath Referral Partner. So why wait? **Get all the details at www.optimumlightpath.com/partners, or call 1-800-341-7556.** And get those commissions rolling in!

INTERNET/VOICE BUNDLE

Mbps/Monthly Minutes of Use	Customer's Monthly Charge	Partner Commission
5/10,000	\$999	\$999
10/50,000	\$2,500	\$2,500
20/50,000	\$3,200	\$3,200
20/100,000	\$3,900	\$3,900
50/50,000	\$3,900	\$7,800
50/100,000	\$4,400	\$8,800
100/50,000	\$5,900	\$11,800
100/100,000	\$6,400	\$12,800
100/250,000	\$8,000	\$16,000
150/100,000	\$8,400	\$16,800
150/250,000	\$10,000	\$20,000
300/100,000	\$12,400	\$24,800
300/250,000	\$13,900	\$25,000

INTERNET OVER ETHERNET

Mbps	Customer's Monthly Charge	Partner Commission
10	\$1,600	\$1,600
20	\$2,300	\$2,300
50	\$3,000	\$6,000
100	\$5,000	\$10,000
150	\$7,000	\$14,000
300	\$9,000	\$18,000
1,000	\$25,000	\$25,000

E-LINE/V-LINE (POINT-TO-POINT)

Mbps	Customer's Monthly Charge	Partner Commission
10	\$1,300	\$1,300
20	\$1,950	\$1,950
50	\$2,150	\$4,300
100	\$3,000	\$6,000
150	\$3,600	\$7,200
300	\$5,400	\$10,800
1,000	\$7,500	\$15,000

E-LAN (MULTIPOINT-TO-MULTIPOINT)

Mbps	Customer's Monthly Charge*	Partner Commission*
10	\$750	\$750
20	\$1,200	\$1,200
50	\$1,300	\$2,600
100	\$1,800	\$3,600
150	\$2,150	\$4,300
300	\$3,250	\$6,500
1,000	\$4,500	\$9,000

*Per location