

TERREMARK PARTNER ADVANTAGE PROGRAM

Channel Partner Overview



The Importance of the Network

There's a new beat in today's marketplace: business intelligence is migrating to the network, enabling the enterprise to leverage its people, processes and technology for the most efficient strategy execution. So it makes sense for your client's network to be protected and secure, always available and ever expandable. The company that comprehensively provides solutions that meet these demanding requirements is Terremark. We belong together.

Benefits of Terremark Partnership: Why Join?

When you partner with Terremark, you leverage the extensive services and managed hosting capabilities of our NAP facilities so your client benefits from increased security, scalability, availability and lower operational and connectivity costs. In turn, these are the top ways you benefit:

- Increase your revenue and enter new markets
- Increase your services and add value to your solution offerings
- Associate your business with a proven and respected world-class facility

- Gain a competitive edge
- Expand your skills and attain new competencies with our training and certification program
- Improve customer satisfaction
- Help customers achieve their full market potential
- Increase your opportunities for new business with our joint marketing program
- Leverage the skills and relationships of Terremark
- Improve client loyalty
- Increase client intimacy by having access to your client's environment

How Terremark Supports Channel Partners

It follows that a world-class facility leads with a world-class channel partner program. We understand the efforts you place on building solid customer relationships. That is why the support we provide all our channel partners is designed to enable those relationships to flourish and to establish new ones. Terremark's Partner Advantage Program was developed with the features most important to our partners: the highest

delivery through a program designed to maximize client opportunities and partner rewards. Following are some of our program highlights:

- Qualified leads
- Dedicated Channel Partner representatives
- Top commissions
- Training and educational programs
- Marketing collateral and tools including datasheets, promotional templates, and advertisements
- Events and business development programs
- Pre- and post-sales support
- Dedicated channel partner portal
- Partner listing and search feature on Terremark’s website
- Channel Program branding and merchandise

Partner Requirements

Terremark Partner Advantage Program participants are system integrators, VARs, ISVs and other IT professionals focused on providing their clients best-in-class services. All partners are free to choose their levels of participation based on the degree of commitment desired.

Our program has three partnership levels: Registered Partner, Certified Partner, and Premier Certified Partner. Specific training and certification requirements are provided free of charge by Terremark.

Following is a list of the general requirements. Please speak to a program representative for requirements applicable to your partnership level of interest.

MIAMI - DALLAS - WASHINGTON D.C. - SILICON VALLEY - LONDON



MADRID - BRUSSELS - AMSTERDAM - SÃO PAULO - SANTO DOMINGO

About Terremark Worldwide

Terremark Worldwide, Inc. (NASDAQ:TMRK) is a leading global provider of IT infrastructure services delivered on the industry’s most robust and advanced operations platform. Leveraging data centers in the United States, Europe and Latin America with access to massive and diverse network connectivity, Terremark delivers government and enterprise customers a comprehensive suite of managed solutions including hosting, colocation, connectivity and security services. Terremark’s acclaimed Infinistructure™ utility computing architecture has redefined industry standards for scalable and flexible computing infrastructure and its DigitalOps® service platform combines end-to-end systems management workflow with a comprehensive customer portal.

To apply for Terremark’s Partner Advantage Program, please contact a channel representative today:

Tom Blair, Vice-President for Channels

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Frank Varona, Director of Channel Sales

Telephone: 305-808-5232 email: fvarona@terremark.com

General Partner Requirements	
Datacenter and managed hosting training	Gain knowledge on how a datacenter operates and learn about the critical characteristics that differentiate a world-class facility. Learn how our utility computing platform brings new levels of flexibility and scalability to your clients’ applications while realizing substantial savings.
Testing and certification	Become certified once you complete the above mentioned training and gain a competitive skill advantage valuable to your clients and for securing new business opportunities.
Revenue goals	Set and reach specific sales revenue commitments and increase your commissions.