Executive Overview

- www.lumen.com

- Established in 1930

- 2nd Largest U.S. Communications Provider to Global Enterprise Companies

- ~450,000 Global Route Miles of Fiber

- Fortune 143

- $23.44 Billion in Revenue

- Dedicated Account Team

- 43,000 Employees

- 4,000 IT Professionals Globally

Product & Service Offerings

Adaptive Networking Network

- Hybrid Networking
- Business Bundles

Edge Cloud and IT Agility

- Cloud Services
- Edge Application Delivery
- Integrated Solutions with Cloud Applications

Connected Security

- Network and Application Protection
- Threat Intelligence, Detection and Response
- Security Consulting

Voice and Unified Communications

- VoIP
- Traditional Voice
- Unified Communications
- Contact Center

Managed Services & Consulting

- Network and Communications
- Practice Edge and Applications Practice
- Smart Solutions Practice

Sales Engineer Take On Best Fit

Include Lumen for large multi-site projects. Great brand name provider to bring in especially against the larger "aircraft carrier" type carriers. They can operate more like a speedboat in those larger opportunities.

Lumen's NaaS-Network as a Service will become increasingly popular.

Chip Hoisington

Vice President of Engineering: Connectivity, Colo & Wireless

Key Features & Differentiators

- **Trusted IT Advisor**: One-stop access to industry leaders in IT infrastructure management and networking.
- **Single Point of Contact**: Single-source, one-stop access to world-class Networking, Colocation, Managed Hosting and Cloud-Based Services around the world.
- **Expansive Portfolio**: A commitment to product innovation with stellar service delivery and future footprint expansion.
- **Flexible and Customized**: Ability to meet increasingly complex business demands by deploying applications quickly and flexibly – while reducing operational costs.

Top Industries Served

- Other

Ideal Customer Profile

- Retailers
- Financial Services
- Healthcare Providers
- Educational Institutions
- Media & Entertainment Providers
- Federal Government Entities
- State & Local Government Organizations

Qualifying & Technical Questions

1. Are you facing scalability challenges?
2. Are you pursuing an M&A strategy that puts pressure on your infrastructure to rapidly assimilate new business?
3. Are you growing with demand for an agiler and rapidly extendable infrastructure?
4. Do you believe your environment is unnecessarily complex and might benefit from simplification, standardization, greater virtualization or consolidation?
5. Have you attempted optimization on your own and failed?
6. Are you failing to meet critical SLAs?
7. Are you unable to meet peak application load requirements?