



## **SWAT Guidelines**

The following applications and solutions will be eligible for SWAT participation. As the opportunity comes in to Intelisys, your Dedicated Partner Support Representative will begin initial qualification for SWAT. If upon qualification it meets any of the below criteria or your Dedicated Partner Support Representative decides an ICB should be presented, they will immediately engage the Sr. SWAT Sales Manager and begin to apply SWAT resources. Your Dedicated Partner Support Representative and the Sr. SWAT Sales Manager will work together as necessary, giving the opportunity the greatest chance of a successful close.

- Nationally recognized, named accounts such as E-Bay, Calvin Klein, Ann Taylor
- Multiple local providers with over \$25k in monthly commissionable revenue
- Advanced 800 applications with multiple branches and custom routing requirements
- Network based IVR, hosted Telephony (VoIP), or applications that ride on an ASP platform
- Call Centers that require Hosted applications such as the UCN InContact product or QWC hosted applications, but not just call center transport
- Wholesale voice
- Hosting and Co-location / Managed services
- Frame or VPN for over 40 sites because this tends to be where we have other revenue opportunities that need to be uncovered or very sophisticated, political or complex decision making processes
- International data
- Any opportunity that is over \$75k in monthly commissionable revenue
- Individual Case Basis (ICB)