



ABOUT ACC

ACC Business is a specialized brand from AT&T that combines exceptional service with flexible suite of IP, data, cloud and voice offerings.

HOW TO ENGAGE

Quote Requests

partners@tbicom.com

Kevin Sillato

Channel Manager
ACC Business
AT&T Corporation
585.260.9570
ksillato@att.com

Seth Woodward

ACC Vendor Development Specialist
swoodward@tbicom.com
773.557.1095

TOP REASONS TO SELL ACC - END USER

- 99.999% network reliability - the most reliable network once it is installed and billed correctly
- High availability enables ACC Business to deliver best-of-breed data solutions to all verticals
- ACC Business (AT&T) owns its own network and last mile within its footprint, and has a large number of lit buildings in metro areas nationwide
- Competitive pricing against CLECs and Cable Companies when in territory
- Easy process and provisioning with very strong post-sales support

TOP REASONS TO SELL ACC - PARTNER

- ACC Business is Channel only, so there is no conflict with direct sales reps
- Live customer support in 19 seconds
- Simplified billing through ACC Business platform

PRODUCT REACH

*Nationwide coverage

In-region locations:

- Alabama (AL)
- Arkansas (AR)
- California (CA)
- Florida (FL)
- Georgia (GA)
- Illinois (IL)
- Indiana (IN)
- Kansas (KS)
- Kentucky (KY)
- Louisiana (LA)
- Michigan (MI)
- Missouri (MO)
- Mississippi (MS)
- North Carolina (NC)
- Nevada (NV)
- Ohio (OH)
- Oklahoma (OK)
- South Carolina (SC)
- Tennessee (TN)
- Texas (TX)
- Wisconsin (WI)

ACC RESOURCES

- Dedicated Solution Engineers & Channel manager
- [University of TBI](#)
- [TBI Knowledge Base](#)
- [Promos/SPIFFS](#)

ACC'S KEY SOLUTIONS

AT&T Virtual Private Network (AVPN)

This MPLS solution optimizes traffic to use the fastest route between any two points on the network, and actively chooses a new route if latency increases.



Coverage Area

- Domestically, strongest in AT&T territory or when the majority of locations are within AT&T's footprint



Differentiators

- 99.999% reliability and uptime SLAs
- 6 Classes of service available
- ACC-managed and Customer-managed solution



Sweet Spot

- Small to mid-market clients that require the highest uptime and reliability
- Finance, Healthcare, Professional Services, Logistics, Retail

ACC'S KEY SOLUTIONS

AT&T Switched Ethernet (ASE)

Layer 2 switched Ethernet solution for networks with 2+ locations available in point-to-point, hub-and-spoke or multipoint, fully meshed designs.



Coverage Area

- AT&T's 21-state footprint



Differentiators

- 99.999% reliability and uptime SLAs
- Class of Service prioritization for integrated voice and data networks
- Fully meshed or hub-and-spoke topologies
- Ethernet-only deployment for ease of integration and scaling of bandwidth
- Supports transport speeds from 2Mbps to 10Gbps



Sweet Spot

- Highly regulated verticals that require secure transmission of data
- Companies with locations on-net with ACC/AT&T's fiber network
- Companies with integrated voice and data networks
- Dedicated private lines to data centers or cloud networks
- Healthcare, Finance, Professional Services, Logistics

AT&T Dedicated Internet Service (ADI)

ACC's Managed Internet Service provides a complete business class internet experience to help your business stay connected. MIS provides you a strong foundation for voice, video and cloud, broad coverage, flexible bandwidth options and low latency, high performance service.



Coverage Area

- Continental United States
- Most competitive in ACC/AT&T's 21-state footprint



Differentiators

- 99.999% reliability and uptime SLAs
- Can be deployed over TDM or Ethernet
- Circuit and router management available to free up IT resources
- Supports transport speeds from 1.5 mbps to 10 gbps



Sweet Spot

- Highly regulated verticals that require high availability and uptime
- Companies with locations on-net with ACC/AT&T's fiber network
- Finance, Healthcare, Professional Services, Logistics, Retail, Hospitality