

Join our Channel Partner Network.

Team, Win and Grow Your Business with Segra+UPN.

We value the relationship between partner and customer, so much so, that we have true collaboration between our partners and our sales force. Segra+UPN is committed to supporting our partners and customers as we believe focusing on the customer, together, is the best path to success. Our talented Account Directors and Sales Engineers will support you and your customers with the solution they need. Our Project Management team is second to none and will properly implement the solution on time.

BENEFITS OF BECOMING OUR PARTNER

Teaming with Segra+UPN will feel like an extension of your business. Our teaming model makes you, the trusted advisor, an extension of our direct sales force. We work together, support you as needed, and win together. Below are a few more benefits you can look forward to.

- Evergreen Commissions
- Commission Management
- Customized tools/portals
- Ongoing education
- Residual income
- Teaming with our direct sales force
- Marketing Support
- Dedicated back-office support teams
- Help from subject matter experts
- Over 620,000 on-net and near-net buildings

ABOUT SEGRA+UPN

Together, Segra and Unite Private Networks (UPN) own and operate a wide and dense fiber-optic infrastructure footprint that provides state-of-the-art connectivity, cybersecurity, cloud and collaboration solutions, all backed by industry leading service and reliability. Serving over 8,000 customers in close to 30 states, both companies combined have over 40,000 fiber route miles, 620K+ locations, 9K+ towers and 10 data centers and have been providing customer focused solutions for over 150 years. Segra and UPN have joined to form a standalone fiber company owned by Cox Communications, to accelerate growth in commercial fiber solutions. For more information, visit segra.com and upnfiber.com.

Segra+UPN have a proven history of successful completion of large and complex fiber-optic construction projects, on time and on budget. Customer relationships typically include long-term agreements (10-20 years) for fiber-optic connectivity between multiple facility locations. Segra+UPN manages all phases of the customer relationship, including RFP response, construction management, network reliability, technical assistance, and customer service, to facilitate a long-term partnership with the customer.

YOUR SEGRA+UPN CHANNEL PARTNER CONTACTS

Mike Kopp
Vice President, Alternate Channel
mike.kopp@upnfiber.com
703.622.6875

Tim Tyler
Channel Director
tim.tyler@upnfiber.com
843.513.1115

Stacie Norris
National Channel Manager
AR, CO, IA, KS, MO, NE, NM, TX
stacie.norris@upnfiber.com
801.231.7796

Alex McRae
National Channel Manager
NC, OH, PA, SC, TN, VA, WV
alex.mcrae@segra.com
704.905.2783

Elena Ibarra
Channel Sales Support Specialist
elena.ibarra@upnfiber.com
816.642.7229