

MEGAPATH PARTNER FAQs

MegaPath and Fusion - Better Together!

The following FAQs address common questions regarding MegaPath's pending transaction with Fusion.

1. What was announced?

Today (May 10), Fusion announced a definitive agreement to acquire MegaPath. This announcement comes four days after Fusion announced the completion of its acquisition of Birch. Following the close of the transaction, MegaPath will become part of the new Fusion to form one of the largest cloud services companies in the industry, with a unique and compelling single source cloud strategy that will benefit from MegaPath's own leadership position in cloud services.

2. When will our transaction with Fusion close?

The transaction is expected to close within approximately 90 days.

3. Who is Fusion and what are the company's primary services?

Fusion is one of the largest cloud and business services providers in North America with annual revenue of over \$500 million and more than 150,000 business customers. The company has a 100% IP-based network with 31,000 fiber miles of network, and metro fiber assets in 11 major markets, including Canada, where it markets its services under the Primus brand.

Fusion offers a full suite of advanced cloud solutions, including hosted voice, UCaaS, business voice services, secure messaging and contact center services; cloud connectivity, MPLS and SD-WAN; cloud computing, storage, Disaster Recovery as a Service and security. Fusion delivers its fully integrated single source solutions over a robust, diverse nationwide network and an advanced, proprietary cloud services platform.

In addition to Fusion's proprietary cloud services platform, Fusion employs advanced technology similar to MegaPath's, which will facilitate the integration of our companies and provide a seamless transition for our customers and partners.

4. Why are MegaPath and Fusion coming together?

Like MegaPath, Fusion has a strong and compelling cloud solutions strategy and a long and demonstrated history of success in developing and delivering its integrated cloud solutions in the rapidly growing cloud services marketplace. Together as one company, MegaPath and Fusion will be uniquely positioned to solve customers' increasingly complex challenges as they move their business to the cloud. With MegaPath's scale, strong back office, support systems, voice products and managed services, the new Fusion will emerge as one of the largest cloud services providers in the industry.

Integrating our two companies' complementary infrastructure, compelling and complementary cloud and business solutions and most importantly, our teams of

experienced technology professionals, delivers significant value and an improved customer experience for our customers, and more ways than ever to help our Partners compete, sell and grow.

5. What does this transaction mean for MegaPath partners?

- We expect that our relationship with our Partners (and customers) will deepen as we gain a broadened portfolio of advanced cloud solutions, expanded systems and infrastructure, and increased financial backing. We'll deliver more ways than ever for you to sell and grow.
- Prior to the close of this transaction, the companies will continue to be led by their respective management teams and will maintain a business-as-usual approach. Customers and Partners will still be able to reach us on the same contact numbers and access the same portals they've always used.
- We continue to offer our complete portfolio, including SD-WAN, managed security, hosted voice, unified communications, managed WiFi and nationwide connectivity services.
- On Day One, Customers will not experience any change or disruption in service.
- When the transaction closes, we will transition to MegaPath, a Fusion company.
- Following the close, the combined companies will bring together complimentary product portfolios and skilled employees to offer a richer product set, broader connectivity options, and unequalled systems and support for both partners and customers.

6. What can I expect after the transaction closes?

Following the close, we'll broaden our advanced cloud service offerings, strengthen our comprehensive technology experience and expertise, and expand our market reach to deliver more ways for you to sell and grow. We aim to bring you the most competitive offerings and compensation in this highly competitive business. We know you have many options, and we intend to be the most competitive and capable partner to continue to earn your business. As we make improvements and implement changes in the future, we will proactively update you.

7. Are MegaPath's Partner spiffs and End User promotions still in effect?

Yes, we continue to offer our current Partner Spiffs and End User promotions. You can access our current spiffs and promotions in our Partner Catalog at www.megapath.com/partner-catalog.

8. Will how I receive commissions change?

There are no changes to commission systems or processes at this time.

9. What does this transaction mean for MegaPath's customers?

This transaction will expand our team of experienced technology professionals, enhance our solutions, and provide more infrastructure, network and resources to better serve our customers. In the coming months, our teams will work together to fully and thoughtfully integrate our companies, and we will do so in a way that adds more value for our customers.

10. Are customers being notified?

Yes, a communication is being sent to customers this morning. Executives are also contacting key accounts directly.

11. Will there be any changes to the company name?

When the transaction closes, MegaPath will operate as MegaPath, a Fusion Company while we work together to integrate the companies.

12. Where is Fusion headquartered?

Fusion is headquartered in New York, New York. Following the transaction, Fusion will have major offices in Fairfield, New Jersey; Atlanta, Georgia; Macon, Georgia; Herndon, Virginia; Beachwood, Ohio (near Cleveland); Manhattan Beach, California; Pleasanton, California; Seattle, Washington; Emporia, Kansas; Meriden, Connecticut; Toronto, Canada (Primus), and Edmundston, Canada (Primus).

13. Where can I learn more about this or where can I go with additional questions?

You can read the official announcement and information about the transaction at www.megapath.com/fusion. If you have questions, you can email our executive team directly at executive@megapath.com. Of course, you may continue to reach out to your Channel Manager or call us at 877-611-6342. As we make improvements in the future, we will proactively keep you informed.