

April 2017

www.spectrumauthorizeddealer.com

www.twcindependentretailer.com

AUTHORIZED RETAILER

Leapfrog Ordering Site

Sign In



Dealer's username and password will be the same as their login to www.authorizeddealerprogram.com

Select Location



Select the location from the drop down menu and click "Login"



Service Check



services are available, the user will then be directed to the plans page. Enter an address and the system will check if services are available at this location. If

Service Check, continued



will provide suggested address. If the address the customer has provided is entered incorrectly in the service check field, the screen

Review these addresses with the customer to ensure the proper address is captured

Processing Service Check



An interstitial page may appear while the plans load.

Address not serviceable



An error will display if the address is not recognized as serviceable

Processing Service Check System Error



we recommend trying again by logging out, and start a new order session

CONFIDENTIAL

INFORMATION



CONFIDENTIAL INFORMATION Choose from single plans or bundle options and click "Add to Cart"

Spanish Programming



Note: For Hispanic product packages, please click on the "Spanish Programming" tab

CONFIDENT Choose from single plans or bundle options and click "Add to Cart"

Offer Stacking



Note: "Add to Cart" allow users to add multiple plans to a single order. Only one offer per product type can be combined.

Plans Page

- After verifying the customer's service address, plans will be presented.
- The agent has the ability to toggle between bundle and single play offers.
- If multiple single services are selected and the selected single services already exist as a bundle, the cart will automatically update with that bundle and pricing
- When ready, select "Add to Cart"
- If you have selected all services, then select "Continue" which is located on the "My Cart" section



Plans Page, continued

If any promotions are available with the plan the customer has chosen, the area within the highlighted green box will reflect all applicable promotions available to the customer

Add To Cart 🔷	Included Promotions	Internet – Speeds up to 100 MBPS Phone – Unlimited	Plan Details TV – Up to 200 (Up to 100 HD Channels)	Services	\$89. ⁹⁹	Preferred TV+ Ultimate 100 + Phone	choose Plan
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Plans Page, continued

Remove From Cart	r cart.	e plan is already in you	A Telephon	
Remove From Cart	cart.	plan is already in your	An Internet	
Remove From Cart	· cart.	ı plan is already in your	A Televisior	
Spanish Programming	Intelligent Home	Single Services	Bundle Plans	\square

In the example to the right, only a television and phone product are in the cart. Plans that contain internet will still appear, so when clicking on the triple play tab you will see all options still available to be selected.

- When a bundle is selected the cart will reflect which products are currently in the cart.
- In the example to the left, an internet, a television, and a phone product have all been selected.

Add To Cart 🔷	Plan Decals TV Channels Internet - Speeds up to 100 Maps	Services	\$44.99	Spectrum Internet	A Telephone plan is already in your c	A Television plan is already in your ca
					art. Remove From Cart	nt. Remove From Cart

Product Customizations

NTERNET OPTIONS	PHONE OPTIONS
Additional Internet Services (optional)	Please select your Phone Installation: (required)
Additional Internet Services Charter WIF1(55.00) (VIEW DETAILS+) WIF1Activation Fee (39.99) (VIEW DETAILS+)	Please add the Technician Install for Phone service.
	Males International Called Carro Property Marcal Continued
V OPTIONS ×	Make International Calls? Save Even More! (optional)
Travel The World on Your TV (optional)	
Watch news, dramas, sitcoms, music, cinema and religious and cultural shows in a	
Filpino Pass Plus (\$24.99) VIEW DETAILS +	Your Telephone Number Options (required)
Hindi Passport (\$69:99) (VIEW DETAILS+) TVS Monde (\$9:95) (VIEW DETAILS+) Globo (\$19:95) (VIEW DETAILS+) Raitalia (\$9:95) (VIEW DETAILS+) Russian Pass Plus (\$29:99) (VIEW DETAILS+) Channel One David (\$14:00) (VIEW DETAILS+)	With Charter Voice you can keep your current number or you can select a nev © Kasp Existing Number-Port (\$0.00) (VIEW DETAILS+) © Gata New Number from Charter-Heat (\$0.00) (VIEW DETAILS+)
TV Japan (\$24.95) VIEW DETAILS +	
ZEETV (\$000) (VIEW DETAILS+)	VoiceEquipment
Please configure your first television. (required)	Battery Back Up (optional)
Installation of your first TV is included in your professional install fee. Please configure your TV from the options below. HD Bex (\$4.99) (VIEW DETAILS+)	Battery Back Up Battery Pack (\$40,00) (VIEW DETAILS+)
HD DVR Box and Service (\$4.99) (VIEW DETAILS+)	

Depending on the plan and services selected, additional options to customize your order may be applicable before proceeding. Please choose options according to the customer's preference.

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Self Install (Easy Connect) Option

Easy Connect Delivery (\$0.00) VIEW DETAILS+ Professional Install (\$34.99) VIEW DETAILS+	Chose from Technician Installation or Self Installation and have your equipment shipped to your address.	Please select your Installation Choice: (required)	V OPTIONS
		<	<

will not be available online for any offers that include phone service as TPV will be required. which have or previously had Spectrum service within the last 24 months. Easy Connect Please note the Easy Connect option will only be available online for customer addresses

Customization-TV, Phone, and Internet

My Cart	
8 3rd street Troy, OH 45373 Change Service Locatio	š
\$99.99 Preferred T Ultimate Internet- Ho Phone	ome
Service Details	v
	l
Promotional Price	\$99.99
Hardware Fee	\$8.00
Add HD Box	\$0.00
Do not Add HBO, Cinemax. Showtime, Starz	\$0.00
New Phone Number	\$0.00
No Box	\$0.00
Professional Install	\$0.00
Total Monthly Charges	\$107.99
One-Time Fees	
Installation Fee	\$0.00
Total One-Time Fees	\$0.00
TOTAL CHARGES*	•
\$107.99	
** This amount excludes taxes and fees. Aft your order, the actual amount of taxes and calculated and reflected in your next bill sta	er placing fees will be itement.
Monthly Charges for the first month. The to charged to your credit card upon ordering than the stated amount. If that is the case, t	tal amount may be less he

- As you are customizing TV, Phone, and Internet options for the customer, you will see those customizations/charges automatically placed into their cart
- The cart is also broken out between monthly charges and one-time charges (such as the installation fee)
- Updates customizations regularly. There will be customizations specific to only some plans/regions as decided by the Cable Company.

Estimated costs and pricing details will be reflected upon selecting all customizations and clicking on "Continue"



Sales Automation Requirements



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Sales Automation View

Spectrum Credit Verification

steps with completing the order: A credit verification will be performed on the customer upon selecting The response for the system will inform where the customer falls credit wise and next Review Order 🔸

- to call Spectrum to complete the order. If customer's credit cannot be verified, users will encounter a page instructing them
- If the customer has "satisfactory" credit, the order will require a prepayment to complete the order.
- If the customer has "good" credit, the order will proceed to scheduling as normal.

Examples of how these will appear in the ordering site are available in the next few slides

Spectrum was not able to verify customer's credit



The customer did not meet Spectrum's credit criteria. To complete the order, the order needs to be called in to set up installation.

Calling in Spectrum Order

- Select regions option based on customer's order location
- Provide Unique Dealer Sales ID
- Reference customer's order confirmation number
- Verify Order Information
- Provide customer credit card payment information
- Set up installation date and time

Regions Options

AnsoniaFactwestCaliforniaPacWestHawaiiPacWestWashingtonPacWestTexasTexasIdahoMidWestIndianaMidWestKansasMidWestMissouriMidWestOhioMidWestAlabamaCarolinaSouth CarolinaCarolinaNew JerseyNYCNaineNorth EastMasachusettsNorth EastNew HampshireNorth East	Region	IVR Option
HawaiiPacWestWashingtonPacWestTexasTexasIdahoTexasIdahaMidWestIndianaMidWestKansasMidWestKentuckyMidWestOhioMidWestOhioMidWestAbamaCarolinaNorth CarolinaCarolinaNew YorkNycMassachusettsNorth EastNew HampshireNorth EastPennsylvaniaNorth East	PacWest	1
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South CarolinaCarolinaNew JerseyNYCNew YorkNYCMaineNYCMasachusettsNorth EastMassachusettsNorth EastNew HampshireNorth EastPennsylvaniaNorth East	Carolina	4
New JerseyNYCNew YorkNYCMaineNorth EastMassachusettsNorth EastNew HampshireNorth EastPennsylvaniaNorth East	Carolina	4
New YorkNYCMaineNorth EastMassachusettsNorth EastNew HampshireNorth EastPennsylvaniaNorth East	NYC	σ
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MassachusettsNorth EastNew HampshireNorth EastPennsylvaniaNorth East	North East	6
New Hampshire North East Pennsylvania North East	North East	6
Pennsylvania North East	North East	б
	North East	6
	To ensure accurate or	der processing please

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Io ensure accurate order processing, please select the correct corresponding region option based on customer's order location.





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Review available

agree to earliest

Prompt customer to

order, the site will

After completing the

provide available

installation dates

available

installation date

"First Choice" is

not available

date will be given if

"Second Choice"

installation date.

the default

Choice" date will be

Note: "First

Customers will be able to choose two possible dates for installation

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- Press continue to move to the next page of the buy flow

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a date and time

options with the customer and select

Scheduling Installation Online

ate and time of installation will be confirm	Choose a time: 08:00 AM-12:00 PM ▼	03/14/2017	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 1	Su Mo Tu We Th Fr Sa	oose Date	nedule Installation
orce your order has been placed	Choose a time: 08:00 AM-12:00 PM ▼ 08:00 AM-12:00 PM	03/16/2017	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 1	2nd Choice (required) March 2017 Su Mo Tu We Th Fr Sa		n

the requested dates and schedule the installation Once two available dates and times are chosen, the system will verify

Customer received "satisfactory" credit verification results



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Pay by Phone View Confirmation Numi

receive order confirmation number

Customer received "good" credit verification results



Review Order

Review Your Order

(333) 333-3333 test test \$49.99 Standard TV \$34.99 Standard 15 Columbia, SC 29210 293 greystone bld **My Plan Contact Information** Install Address Complete Order and customer information before submitting Note: Review order details

Order Confirmation

Order Confirmation

Thank You

Online Scheduling Complete

You have selected the following preferred installation date and time:

May 16, 2016 between 07:30 AM and 08:30 AM

May 18, 2016 between 07:30 AM and 08:30 AM

Please mark your personal calendar and be present for the technician during this time.

If you have any questions or need to re-schedule your installation time please call Time Warner Cable :1-855-392-9910

Confirmation Number: 026-2157057

Total One-Time Fees Professional Install Installation Fee Total Monthly Charges Hardware Fee Promotional Price One-Time Fees Monthly Charges Standard Internet Test TOTAL CHARGES** SERVICE ADDRESS 508 W 29th St 14 NEW YORK, NY 10001 Service Details Promotions My Cart \$84.98 \$39.99 \$44.99 \$10.00 \$34.99 \$39.99 \$0.00

** This amount excludes taxes and fees. After placing your order, the schul amount of taxes and fees will be calculated and effected in your next III statement. Total charges typically include the One-Time fees and Northy Charges for the flash month. The total amount charged to your credit card upon ordering may be test share taxeds amount. If that is the case, the enabling charges will be infected on your next billing statement.



Order Confirmation (tablet view)



Terms of Use Privacy Policy

Order Confirmation (tablet view)

				Terms of Use Privacy Policy		Mon -SH8 AMID 12 AMIET / Sun 10 AMID 12 AMIET	(855) 302-9910	Reference confirmation # 053-2162955		installation and complete your order.	Please call the following phone number to schedule your		in 10 minutes or less!	Most customers are able to complete their order	Primary Headline	My Cart 📀	
Primary Headline	** This amount encludes taxes and fees. After placing your order, the actual amount of taxes and fees will be calculated and reflected in your next bill statement. Total Charges typically include the One Time Fress and Monthly Charges for the first mount. The total amount changed to your credit card upon ordering may be less than the stated amount. If that is the case, the remaining charges will be reflected on your next billing statement.	TOTAL CHARGES™ \$169.95	Professional Install \$34.99 Total One-Time Fees \$34.99	Keep Existing Number - Port \$000	Installation Fee \$000	One-Time Fees	Total Monthly Charges \$134.94	HD Box \$4.9	Hardware Fee \$000	Promotional Price \$129.97	Monthly Charges	Promotions	Service Details		Triple Play Gold	uetalis, click off my care	Note: To review order

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Most customers are able to complete their order

in 10 minutes or less!

Order Confirmation Email (online scheduled)

Dear Lisa Benton,

Thank you for your order with Time Warner Cable. The details of your order are below:

Confirmation #: 030-2163492

Services Ordered: Triple Play Gold

Price: \$129.97 Installation Fee \$0.00 Equipment Fee \$0.00

Subject: Thank You for Your Time Warner Cable Order

Sender: noreply@twcindependentretailer.com

Plan Customizations:

I will use my own Modem \$0.00 (ONCE) HD DVR Box and Service \$4.99 (MONTHLY) Professional Install \$34.99 (ONCE) Keep Existing Number - Port \$0.00 (ONCE)

Total: \$169.95

Installation Window: April 12, 2017 between 09:00 AM and 11:00 AM

Please mark your personal calendar and be present for the technician during this window. Please note the individual must also be at least 18 years of age or older for technician to install service

If you have any questions with your order call 1-855-392-9910 or #1 Retailer.

Order Confirmation Email (manual scheduling required)

Dear Lisa Benton,

Thank you for your order with Time Warner Cable. The details of your order are below:

Confirmation #: 053-2162935

Services Ordered: Triple Play Gold

Price: \$129.97 Installation Fee \$0.00 Equipment Fee \$0.00

Subject: Thank You for Your Time Warner Cable Order

Sender: noreply@twcindependentretailer.com

Plan Customizations: HD Box \$4.99 (MONTHLY) Professional Install \$34 99 (ONCE)

Professional Install \$34.99 (ONCE) Keep Existing Number - Port \$0.00 (ONCE)

Total: \$169.95

Installation Window: Please call to schedule installation.

technician to install service. Please mark your personal calendar and be present for the technician during this window. Please note the individual must alsobe at least 18 years of age or older for

If you have any questions with your order call 1-855-392-9910 or #1 Retailer.

36 CONFIDENTIAL INFORMATION	1-855-392-9910 Please do not respond to this email. This is an automatically generated email and we will not receive your response. <u>Terms of Use</u> <u>Privacy Policy</u>	Sincerely, Customer Service	Thank you for choosing Time Warner Cable as your service provider, we look forward to serving you.	Have your order confirmation number available when speaking with the Time Warner Cable representative.	lf you have already scheduled your installation, you will receive subsequent e-mail from Time Warner Cable regarding details of your scheduled installati have questions, please call us at 1-855-392-9910 (8am-12am ET Mon-Sat; 10am-12am ET Sun).	lf you have scheduled installation online and have questions, please call: 1-855-392-9910 or Time Warner Cable representatives are available 8am - 12am ET Mon-Sat and 10am - 12am Sun to schedule your installation date and time.	IMPORTANT REMINDER: If you ordered phone service and are transferring an existing telephone number, please remember to complete the following TI Verification process by calling (866) 635-9537. For more details about this TPV process, please <u>click here</u> .	Please note if Collect On Delivery (COD) option was chosen, the only acceptable forms of payment at time of installation are via Credit Card, Debit Card, or Bank Account EFT	This amount excludes taxes. After placing your order, the actual amount of taxes will be calculated and reflected in your next bill statement.
					duled installation date. If you	ē	he following Third Party	d, Debit Card, Prepaid Credit,	nt.

Order Confirmation (copy continued)

Error Message/Situation	Definition	Next Steps
Time Out: 280 MSO Error	G2B Cable Labs system loses connection with L-TWC Billing system	These are intermittent errors that will occur with the sales portal. First recommendation is to log out and start over with submitting the order with a fresh browser session. If you continue to get an error please provide the following example for the team to further research: Customer Address, Screen shot with URL listed, Web Browser version used, and Order Confirmation Number if available
Duplicate Order	A service request has already been submitted for this address within the last 60 days.	At this time, the system currently protects the channel who initially submitted the lead. This includes if the customer may have personally shopped around and submitted a service request directly to the Charter/TWC dot com consumer site. If the agent believes this is incorrect, the sales rep can submit the following information for the taam to further research: Customer Address, Screen shot with URL listed, Web Browser version used, and Order Confirmation Number if available
Invalid Authentication Attempt	Error is related to Leapfrog sending existing versus new customer authentication fields.	This error should no longer been observed since 12/15/16.Leapfrog and L-TWC made updates to the portal, where all sales will be treated as a new customer.
No Account Number received at Order Confirmation Page	The sale did not write directly into the L-TWC Biller	Additional verification is required by the L-TWC to place the order. Normally is to validate the address, house key, or clear up a previous balance. Call the Convergys Call center to get this additional information.
Blank Blue Screen: 271 MSO Error	Normally as a result of resubmission of the customers credit check or the order session has cached the previous session which believes it's a resubmission.	This error can be prevented by always starting a new browser session for each order or clicking on the "Place Another Order" link at the end of each sale
Order Confirmation Number Generated, Call Center Agent	Call Center agent is unable to locate order submitted through	This may be a training issue with the call center agent. Typically if a order confirmation number is received, It he sale should have been submitted. Provide the following information for the team to review with the Call Center team. Customer Address, Screen show with URL listed. Web Browserversion used and Order the Call Center team.
Unable to pull up record Order Confirmation Number received, please call call	LeapTrog	Confirmation Number if available
center to complete order	Customer did not meet credit standards	Call Convergys call center, reference order confirmation number, and complete order over the phone
Payment (Credit Card) Information Page	Customer requires pre-payment	Enter Credit Card Information
No Confirmation Number shown on Order Confirmation page	Missing Order Confirmation number	Normally this is a result from a previous session being cached. Please confirm that the sales rep is using the navigation links (place another order), and not pressing the back and forth buttons of the tablet. We recommend always logging out, and start a new order session with each new customer.
Incorrect Pricing Displayed	Price discrepancy on sales portal	Please provide us a screen shot of plan in question along with the customer address for our team to review. Sometime different locations and packages/promotions are available to certain markets and sales channels.
SOAP Fault https://secure.go2broadband.com/4.4/V44.asmx:Query<		
soap:Sender>Validation Error:The required attribute "AffiliateID" is missing	The system is not allowing the service check to go through as G2B Cable Labs is indicating it is missing an ID	Please provide us a screen shot of error along with Store Location ID and Customer Service address being submitted when this error was received. In the meantime, we recommend trying again by logging out, and start a new order session.
No Install Windows Being Passed back and receive an	Most likely due to the customer received a "289 G2B	
Order Confirmation Page	Response; Credit Check failed to return value"	Agent will need to call in the customer order to schedule the service installation
Hard stop; "Duplicate Order due to Active Service"	G2B sent back a 285 error "According to our records, the customer appears to have service at this address.	Since the system is indicated there is already existing service for this location, an order can not be placed for this address. The only exception is if its for a new line of business (Video/HSD/Phone) or an upgrade (Higher HSD Speed).
	The data response to authenticate was not received in the	These are intermittent errors that will occur with the sales portal. First recommendation is to log out and start over with submitting the order with a fresh browser session. If you continue to get an error please provide the following example for the team to further research: Customer Address, Screen shot with URL
Time Out: 280 MSO Error (Install) /	allowed amount of time established by L-TWC	listed, Web Browser version used, and Order Confirmation Number if available
/ CONFIDENTIAL INFORMAT	ION	

Common Error Messages FAQ

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Sales Process Recap

