

Sangoma Monthly Reseller Webinar Series



Let's Build a Strong Partnership

Presented by:

Brian Hyrek &

Mark Carson

Office: Amherst, New York

Contact Us: 1-800-398-8647

Reseller Benefits



Since 2002 VoIP Supply has delivered unparalleled service and expertise to over 125,000 customers worldwide.

VoIP Rental Program

our Device as a Service (DaaS) rental program gives your customers the widest variety of VoIP Products for a low monthly payment!

Hardware & Provisioning

featuring over 60 manufacturers that offer over 16,000 products and the ability to provision for you!

CloudSpan MarketPlace

a single place to shop various VoIP service providers - build up your MRR and receive discounts on hardware selling through VoIP Supply

Fulfillment

provisioning and professional services from multiple warehouse locations in North America; providing real-time access to manage your projects from order through delivery

Refresh & Reclaim

offering certified reconditioned devices at a fraction of the cost plus offering an outlet for selling off used and excess VoIP equipment

Promotions

Spring Promotion! Earn Money!

- On top of your existing discount levels
- Earn up to:
 - **PBXact**
 - Earn up to 4 x MRR on 36 mo. contracts
 - Earn up to 2 x MRR on 12 mo. contracts
 - **SIPStation**
 - Earn up to 2 x MRR on 36 mo. contracts
 - Earn up to 1 x MRR on 12 mo. Contracts
- Starts now
- For new sites
- **Ends March 31st 2019!**

A promotional graphic for the 'Spring Green' promotion. It features a green background with a leaf pattern at the top. Below this, the text '\$PRING GREEN' is written in white. Underneath, 'Longer Days Mean Bigger Payouts' is written in blue. Then, 'With Sangoma's Spring Promotion Agents & Resellers can earn up to' is written in orange. This is followed by '4X MRR' in large blue letters. At the bottom, there are three green 3D dollar signs.

\$PRING GREEN

**Longer Days Mean
Bigger Payouts**

**With Sangoma's Spring Promotion
Agents & Resellers can earn up to**

4X MRR



Sangoma Reseller SPIFFs

SPIFF requires a current Sangoma Partner Agreement and will be issued after the customer's first full paid service invoice.

We Are VoIP Supply

Sign-Up To Be a Sangoma Reseller



How Do I Sign -Up?

Visit our website and fill out the form.

<https://www.voipsupply.com/sangoma-partner>

Someone from our Sales and Marketing Team will be in touch with you!

Mark Carson from **Sangoma** will then help you with the onboarding process so you can be an official Sangoma Reseller!



Time to Sign Up for the Right Partner Program and Expand Your Business.

Whether you are an OEM, Reseller, Systems Integrator, or the go-to IT provider for your customers, the Empowered by Sangoma Partner Program has exactly the right benefits and options to fulfill your clients' needs and grow your business.

Why Join Sangoma Partner Program through VoIP Supply?

- A wide variety of VoIP product portfolios to choose from including FreePBX, PBXact, SIPStation and FoIP Services, etc.
- Professional Support and Training - Receive professional support from the same team that is developing the Sangoma PBX platform
- The industry's best-engineered, highest quality, IP and UC solutions, supporting "any app, anywhere" for businesses and service providers of all sizes.
- Knowledgeable team with a great perspective on whole solutions
- Ability to negotiate on volume sales and the price of shipping
- In-house engineers to help you with any issues
- Up to date info on Sangomas warehouse stock and new product release

As a Sangoma Partner, you will....

- Get lead referrals and bigger margin (with discounts of 10% to 60%)
- Access to Sangoma marketing programs
- Access to introduction to new, Not For Resale (NFR) products for testing
- Receive pre-sale and post-sale support
- Receive discounts on certified training and direct developer/manufacture support

[See Sangoma products](#)

Simply fill out the form below or call one of our VoIP experts at 1-800-398-8647 to request a free consultation!

First name Last name

Phone number Mobile phone number

Company name

Website URL

Street address

City State/Region Postal Code

Email*

Country Select*

Why do you want to become a Sangoma Partner

- ☐ Resell Hosted PBX Service - PBXact UCC
- ☐ Resell SIP Trunking Service - SIPStation
- ☐ To resell PBX Appliances

We Are VoIP Supply

Join Our Team



Become a VoIP Supply Partner

- Exclusive Pricing Through VoIP Supply!
- Opportunity Support – Consulting & Solution Design



Brian Hyrek
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SANGOMA TECHNOLOGIES

**Selling On-Prem & Cloud Solutions
The Benefits of Both!**

Presented By:

Mark Carson

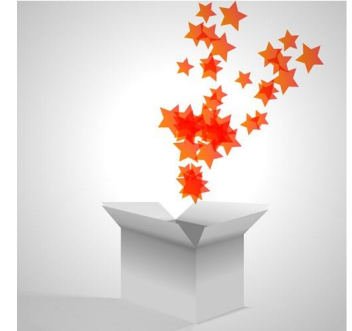
Channel Account Manager

mcarson@sangoma.com

920-215-0279

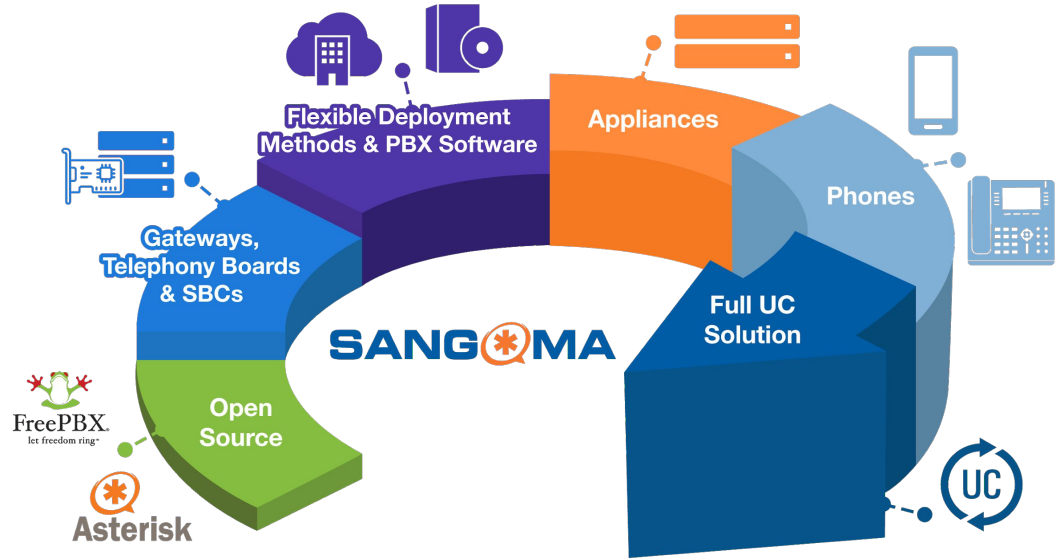
Contents

- Sangoma On-Prem & Cloud Solutions
- Sangoma Portal - Marketing Resources
- How to win a \$100 Amazon Gift Card!
- Q&A



Complete End-to-End Unified Communications Solution

- Complete UC Solution
 - Phone system / PBX
 - Key Unified Communication Features
 - IP Phones & Mobile/Desktop Softphone
 - Connectivity Hardware and Software
 - Network Connection (SIP Trunks)
- All from a single vendor
- 5 minute setup and upgrades
- One of the easiest solutions to deploy



Leading Business / Unified Communications Solution
Provider

PBXact Key Selling Features

- No SIP/Linux knowledge required
- Simplified webUI
- Setup wizard
- Simple sign-up
- Fully featured UC platform

PBXact 25 Appliance



Phone System and UC

Advantage SANGOMA

Cost Effective VS Feature Set

- Tight Integration with
 - SIPstation (Sangoma SIP Trunking service and FAXstation (Sangoma Reliable Fax service)
 - PSTN telephony interfaces (configurable) and Sangoma VoIP Gateways
 - CRM: SugarCRM, SuiteCRM, Salesforce, Zoho, ConnectWise
 - 300 + End points and over 20+manufacturers
 - Sangoma Portal for licensing, support and **tight integration with Sangoma Phones**
- Click-to-call, screen-pop
- Add-on Options for Call-Center, hospitality and High Availability

Fully Featured UC Platform

Phones • Gateways • Cards • SBCs



SINGLE
VENDOR

Flexible Licensing to Suit Your Business Model

Cloud PBXact – Hosted PBX Service



- Full Extensions – Provides a Trunk channel and Extension
- Number porting
- Dedicated Portal where you can stand up your own clients
- Full fledged PBXact feature set including Zulu Collaboration
- Pricing per mo.
 - Full Ext (MSRP)
 - Month to Month @ \$24.95
 - 12 months @ \$22.95
 - 36 months @ \$19.95
 - Lite Extension
 - All levels @ \$8.95
- *Partners can purchase with discounts or get monthly commissions.*
- *Discounts and Commissions Levels vary depending on your partner status (Bronze or Silver)*

<https://cloud.pbxact.com/>

SIPStation – SIP Trunking Service



- Purchase SIP Trunking channels
- Unlimited minutes bundle per trunk channels*
- Free Trial only available from FreePBX
- Number porting
- Integrates directly with FreePBX and PBXact, but also other PBXs
- Pricing (MSRP)
 - Month to Month @ \$24.99
 - 12 months @ \$22.99
 - 36 months @ \$19.99
- *Partners can purchase with discounts or get monthly commissions.*
- *Discounts and Commissions Levels vary depending on your partner status (Bronze or Silver)*

<https://www.sipstation.com/>

FAXStation – Fax over IP Service



- Fail safe Fax over IP Service
 - High Volume Faxing @ \$24.99 per month
 - Low Volume Faxing @ \$9.95 per month
 - Optional analog gateway for legacy faxes
- Number porting
- Online portal to track faxes
- Purchased on either Cloud PBXact or SIPStation web sites
- Our simple solution lets you reliably use your existing fax machine anywhere, any time there is an internet connection available
- *Partners can purchase with discounts or get monthly commissions.*
- *Discounts and Commissions Levels vary depending on your partner status (Bronze or Silver)*

Key Selling Points

- Sangoma offers both on-premise and cloud solutions for your customers, allowing you to choose which solution is the best fit for your clients needs.
- Switching from on-prem to cloud, or from cloud to on-prem is easy. It's the same software and the transition is headache free.
- Free Trial with PBXact Cloud!
- Contract Options - A hosted PBX gives you the freedom to choose your level of commitment.
- With a hosted PBX, there is no physical hardware to install.
- Along with the standard cost savings that come from not having the overhead of owned on-premise software and dedicated IT.

Sangoma Partner Portal - Marketing Resources

How do I access the Marketing Resources in the Sangoma Portal?

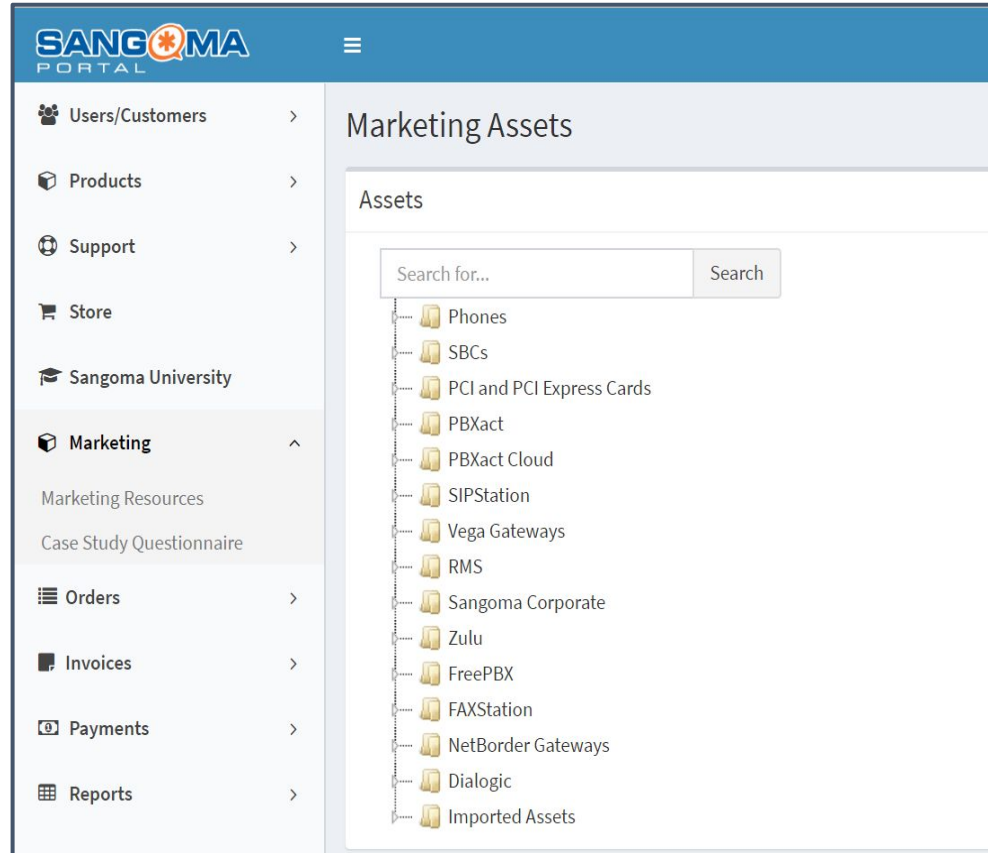
1. Marketing
2. Marketing Resources

Ease of acquisition for product information!

You have access to:

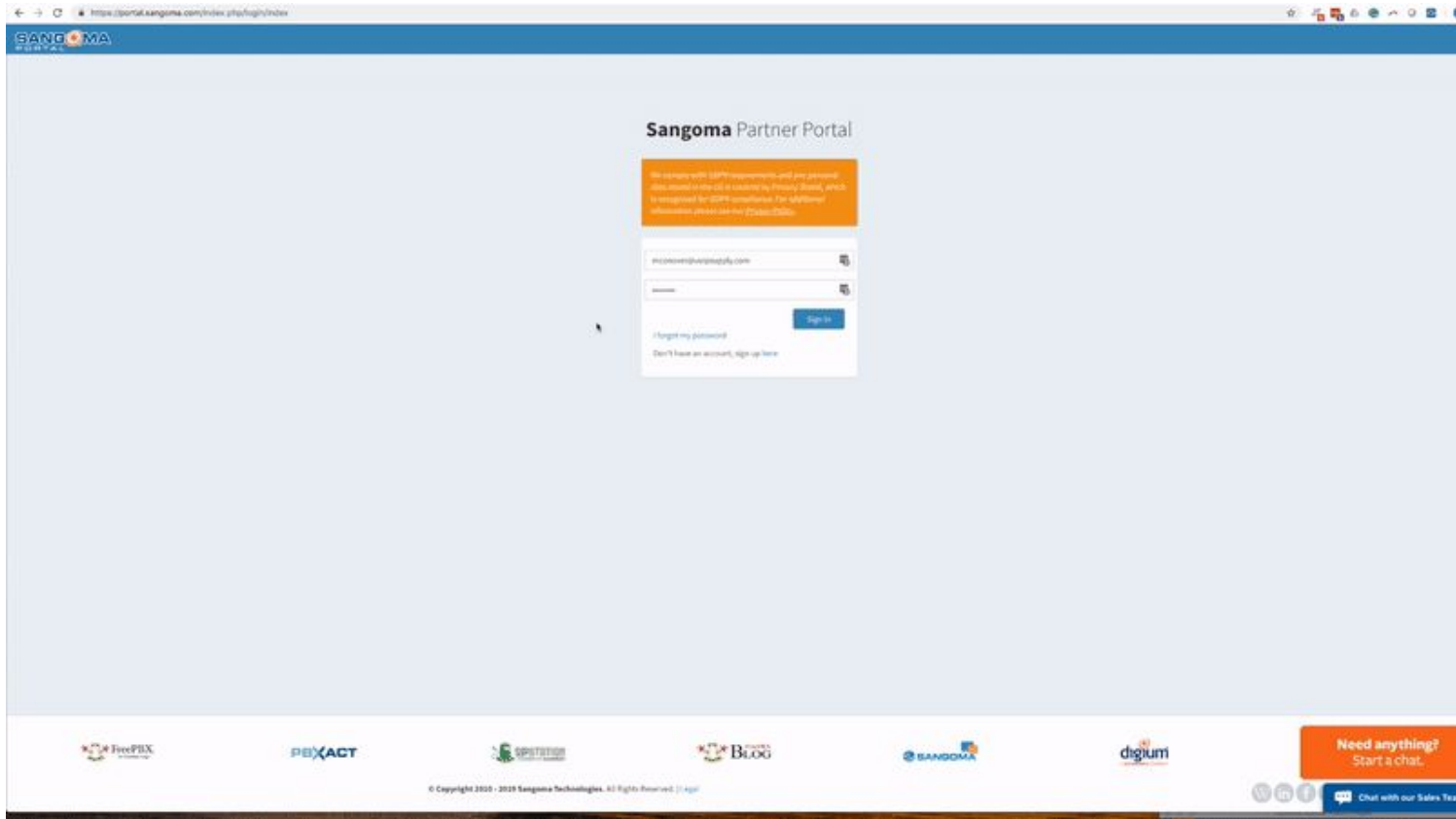
- Banners
- Case Studies
- Datasheets
- Logos
- Product Photos
- White Paper

and so much more!



The screenshot shows the Sangoma Partner Portal interface. The left sidebar contains a navigation menu with the following items: Users/Customers, Products, Support, Store, Sangoma University, Marketing (highlighted), Marketing Resources, Case Study Questionnaire, Orders, Invoices, Payments, and Reports. The main content area is titled 'Marketing Assets' and features a search bar with the placeholder text 'Search for...' and a 'Search' button. Below the search bar is a list of assets, each represented by a folder icon and a label: Phones, SBCs, PCI and PCI Express Cards, PBXact, PBXact Cloud, SIPStation, Vega Gateways, RMS, Sangoma Corporate, Zulu, FreePBX, FAXStation, NetBorder Gateways, Dialogic, and Imported Assets.

Sangoma Partner Portal - Marketing Resources



How To Win a **\$100** Gift Card to Amazon!



\$100 Amazon gift card is only eligible to individuals who attended today's webinar

First 4 Deals registered with a 1 or 3 year contract for SIPStation/FAXStation or PBXact by **March 31st!**

You have 4 chances to win if YOU register all 4 deals first!

Good luck!



SIPSTATION
POWERED BY **SANGOMA®**



FAXSTATION™
POWERED BY **SANGOMA®**

THANK YOU!

Q & A

The logo for Sangoma, with the word "SANGOMA" in a bold, blue, outlined sans-serif font. The letter "O" is replaced by an orange speech bubble containing a white asterisk.

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Join Our Team



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