

Vocalocity® PBX

Partner Program

More businesses than ever are outsourcing their technology purchasing decisions to trusted resellers and solution providers who can help them take advantage of the global migration to Voice over IP (VoIP). Vocalocity wants to help you and your customers get on board with the premier hosted voice application – VocalocityPBX. We're reaching out to qualified IT consultants, telecom vendors, equipment manufacturers, VARs, ISPs, and system integrators to partner towards achieving new levels of revenue growth and client success.

Partner With the VoIP Leader

The Vocalocity partner program enables organizations already catering to small and medium-sized businesses (SMBs) to benefit from Vocalocity's dedication to delivering unparalleled value, best-in-breed technology, and superior customer service. Work with a leader in VoIP technology to enter new market segments, differentiate your product offerings, and stay ahead of the competition in the rapidly moving world of broadband communications.

Programs Designed to Meet Your Needs

Vocalocity partner programs are tailored to service your unique business model and target customer base. Whether you focus on one-time sales or total customer ownership and support with Vocalocity you can offer your customers the most innovative, reliable, and cost-effective business communications solution available today. Choose from either the Vocalocity Certified Affiliate or Certified Reseller program to take the first step towards your next great business opportunity.

Program Advantages

- ✓ Diversify your product portfolio
- ✓ Never leave a deal on the table – no account is too small or too large
- ✓ Plug-n-Play implementation for customers means rapid revenue for you
- ✓ Achieve real-time customer access through the partner web portal
- ✓ Capitalize on revenue streams tailored to your business model
- ✓ Build a business relationship with your dedicated channel account manager
- ✓ Utilize free professional case studies, whitepapers, and marketing collateral
- ✓ Save on overhead with special partner rates

AFFILIATE VOCALOCITY PARTNER PROGRAMS



If your business focuses primarily on marketing campaigns and closing high volume sales, you'll find that the Affiliate program provides you with all of the tools necessary to thrive in the expanding VoIP marketplace. The Vocalocity Certified Affiliate program is easy to join and enables you to earn income for promoting VocalocityPBX. Reap the benefits of collaboration with access to Vocalocity marketing collateral, suggested sales guides, sales and support personnel, online knowledge base, and private Web portal.

Simply educate a potential customer on how VocalocityPBX can benefit their business, confirm agreement on an accurate quote, and deliver account signup documentation to the Vocalocity Affiliate Web interface. Let the Vocalocity support team handle the heavy lifting from there and earn an up-front payment for your sale.

Ideal for partners who...

- Can generate income from advising business owners on purchasing decisions
- Currently sell complementary equipment such as IP phones or routers
- Want to focus on sales and marketing rather than committing to extensive training and support
- Are new to the reseller business
- Do not have resources available to provide first-line support to customers

RESELLER VOCALOCITY PARTNER PROGRAMS



With the Vocalocity Certified Reseller program, organizations that already provide data, networking, computer, and/or telecom support get all the tools needed to effectively market, sell and support a VoIP hosted PBX. You can better compete in your market with a product that is in demand, integrates seamlessly, and never becomes outdated. And you can grow your geographic range by connecting remote offices and teleworkers anywhere in the world. From initial contact through customer support, Vocalocity gives you the tools and skills to maintain and grow accounts. You handle Tier 1 support and contact Vocalocity partner support on the customer's behalf to preserve client relationships without sacrificing expertise. Maximize cash flows with upfront payments and recurring revenue from some of the industry's most generous commission levels paid out for the life of an account.

The Opportunity is Undeniable:

- IT consultants: Extend your presence in the SMB market by offering new and existing customers an enterprise-grade business communications service on the networks you manage.
- Telecom vendors: Secure previously unattainable accounts where startup cost was a barrier to entry.
- Technology advisory service firms: Earn additional income while doing what you do best: helping clients cut costs and increase efficiency by leveraging the best available technology.
- Systems integrators: Raise margins by bundling appropriate IP phones, routers, firewalls, hubs, switches and other network components.
- VARs: Increase customer ownership and retention when the phones arrive preconfigured and on-time to instantly add value.

Vocalocity Partner Program Features

Affiliate

- Free marketing collateral including co-brandable brochures, white papers, and case studies
- A dedicated partner Web portal to monitor accounts, track payment history, and request account modifications
- Free partner demo account
- Dedicated Vocalocity channel account managers at your service
- Monthly partner newsletters keeping you informed about the latest product improvements, industry trends, and marketing initiatives
- The comprehensive Vocalocity Channel Partner Sales Guide
- The Vocalocity Network Setup Guide to aid in proper system implementation
- Automated quote delivery utility and signup documentation
- Sales Certifications to ensure product competency
- Authorized Vocalocity Partner logo and partner certification artwork for your Website
- Discount pricing for internal usage

Reseller

(Affiliate list plus the following)

- Access to the Vocalocity Reseller Support Hotline and support email addresses for free, direct Tier 2 access to Vocalocity VoIP engineers
- Support Certifications ensuring proficiency in network troubleshooting and user interface configurations
- Joint marketing and public relations opportunities
- Beta testing of new features
- Access to the Vocalocity Reseller chat group to share experiences on successful sales and support initiatives



LEARN MORE ABOUT PARTNERING WITH VOCALOCITY

Voice over IP and the hosted PBX model are the future of business telephony. With constant innovation since 2003, Vocalocity is ready to share its market-leading proprietary voice platform with you. Partner with the best in the business to put your organization on the road to success in the SMB VoIP marketplace.

For more information, please contact Vocalocity at:
1.877.948.8224 or visit us on the Web at www.Vocalocity.com