

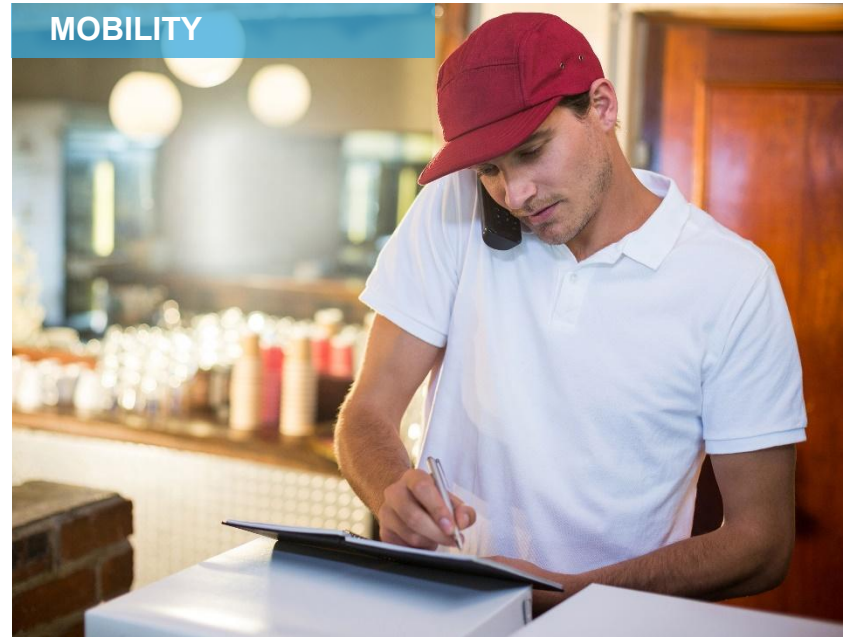
# snom

Higher Margins | Longer Warranty | North American-Based Support

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The Easy Decision

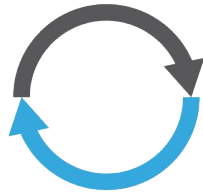
# 3CX



# The VTech & Snom Advantage



\$2.1 billion global company with more than 25 years in telecommunications, VTech acquired Snom in 2016



End-to-End Snom SIP-based solutions designed & manufactured in-house



Innovative, diverse & scalable SIP based portfolio

- Business Desk Phones
- DECT Mobility Solutions
- Key Line, Single Cell & Multi-Cell
- Conference Phones Wired/Wireless
- Broadcast

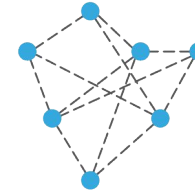


3 year warranty on Desk Phones, DECT Mobility & Conference Phones



North American based teams

- Engineering
- R&D
- Product
- Sales
- Marketing
- Technical Support



Extensive authorized network of distributors in North America



State-of-the-art North American distribution centers



# The Snom D120 & D7xx Series





- 132x64 Backlit Mono LCD
- 2 Programmable Function Keys with Single Color LED
- Support for up to 2 SIP Lines/Accounts
- Dual Ethernet Ports (10/100)
- RJ9 Headset Port
- PoE or Local Power Options (Power Adapter Sold Separately)

# D717: Entry Level Color

3  
YEAR  
WARRANTY



- 6 SIP Accounts
- XML Browser
- 3 Programmable Line/Function Keys
- Local Directory with 1,000 Entries
- 2-Port GigE Ethernet Switch
- Solid State Hook Switch (Improved Reliability)
- Supports up to 3 D7 Sidecars





- 12 SIP Accounts
- XML Browser
- 8 Programmable Line/Function Keys (4 Pages – 32)
- Motion Sensor
- 2-Port GigE Ethernet Switch
- Solid State Hook Switch (Improved Reliability)
- Dedicated Headset Key (with EHS Support)



- 12 SIP Accounts
- XML Browser
- Dual Display (Supports up to 24 BLF/Function Keys)
- Integrated Bluetooth
- Dedicated Headset Key with EHS Support
- USB Port
- 2-Port GigE Ethernet Switch
- Solid State Hook Switch (Improved Reliability)



- 384x160 LCD
- 18 Programmable Function Keys with Multi-Color LED
- Compatible with D7xx Series
- Compatible with up to 3 Expansion Modules per Device
- First Expansion Module Powered via Base



# D7C: Color Expansion Module for D7xx Series



- 6.8" Color LCD
- 16 Programmable Multi-Color LED Keys
- 3 Pages for up to 48 PFK per D7C
- Daisy-Chain of up to 3 per Phone
- Compatible with D7xx Series

Target Availability Q3 2020

# Unique Features – 100% Compatible by Snom



# Conferencing Solutions





# C520: Wired SIP Conference Phone

3  
YEAR  
WARRANTY



- Support for up to 3 SIP Lines
- 2 DECT Wireless Speakers/Microphones
- Bluetooth for Headset & Mobile Pairing
- Support for up to 3 C52-SP DECT Speakers/Microphones
- Up to 12 Hours of Talk Time per Microphone



# C52-SP: SIP DECT Expansion Phone

3  
YEAR  
WARRANTY



- Accessory speaker phone – requires C520, C620 or A230 dongle to operate
- Pair up to 3 with C520, up to 2 with C620 & up to 1 with A230
- Up to 12 hours of wireless talk time

# C620: Wireless SIP Conference Phone

3  
YEAR  
WARRANTY



- Wireless Speakerphone with 2 Wireless Mics Paired via DECT to a Base Station
- Support for up to 3 SIP Accounts
- 24 Hours Talk Time Narrowband/12 Hours Talk Time Wideband
- Support for up to 2 C52-SP DECT Speakerphones
- PoE Support at Base Station
- Wireless Microphones and Speakerphone Charged via Docking Station

# Mobility Solutions – Key Line Emulation

SPECIAL M100 PRICING FOR RESELLERS  
FROM AUTHORIZED DISTRIBUTORS





# Enterprise Workplace Mobility Solutions: Single-Cell / Multi-Cell / Health Care





# Single Cell & Multi-Cell DECT Station Solutions



Model	M900 (Multi-Cell)	M700 (Multi-Cell)	M325 (Single-Cell)	M5
Display	-	-	-	DECT Repeater
Max. # of Base Stations	1,000	253	1	3 per base station
Max. # of Handsets	3,000	1,000	20	
Concurrent Calls	10 for NB	8 for NB	5	Up to 5 calls
Standby/Talk Time (H)	-	-	75/7h	
Extras	Wireless Network Base up to 1,000 Seamless Roaming Location	Wireless Network Base up to 253 Seamless Roaming	-	Daisy Chain up to 3 M5's.

# Snom Handset Updates



## Current Model

## New Model

## New Model Notes

M25



M65



M70



M80



M85



M90



M700



M900



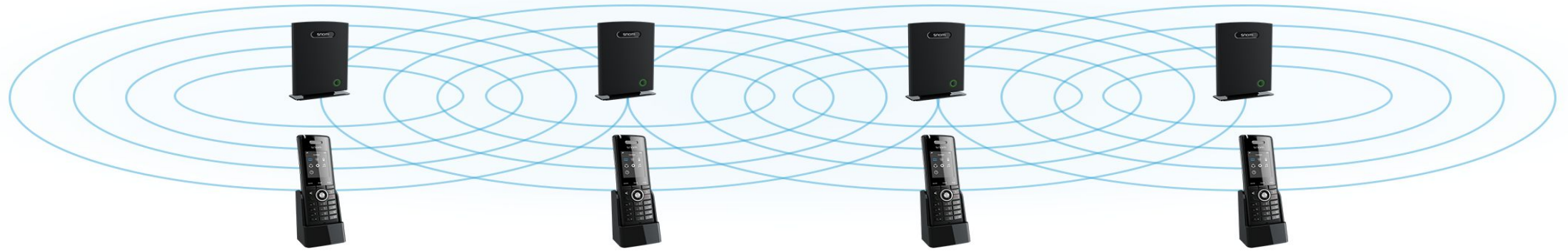
- Higher Resolution Screen
- Adds BT For Headset
- Adds Ruggedized (2m Fall) NO IP65 Certified
- Adds Alarm Function same as M85

- 2" (240x320) Screen (same as All New HS)
- BT for Headset
- Actual IP65 Certified

- 2" (240x320) Screen (same as All New HS)
- BT for Headset
- Adds Antibacterial in Addition to IP65 Certified

- From 253 Bases in MC to **1,000**
- From 8 Concurrent Calls to **10** (SC and NB)
- Adds Opus Codec (via Optional Module)

# Understanding Multi-Cell



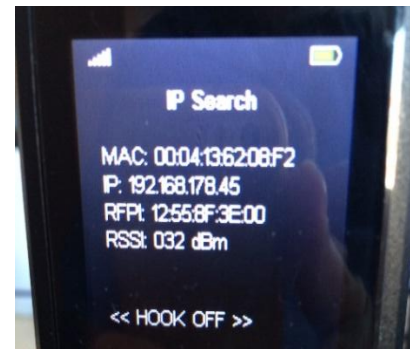
Multiple DECT base sync over the air with seamless call handover between bases

Increased concurrent call counts over traditional DECT repeaters

Greater handset capacity in a smaller space or increase physical range on a larger campus style installation

## On-Site Survey of DECT Coverage

- Base with Local Power
- Handset in Assesment Mode
- ID DECT Range in Advance for 100% Coverage





# Broadcast & Paging

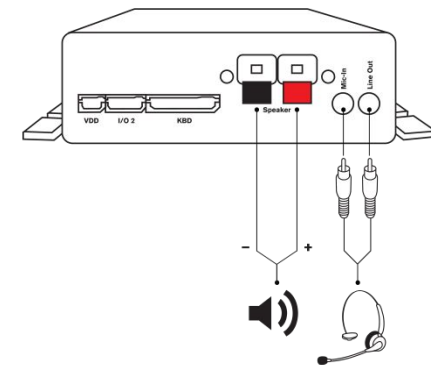
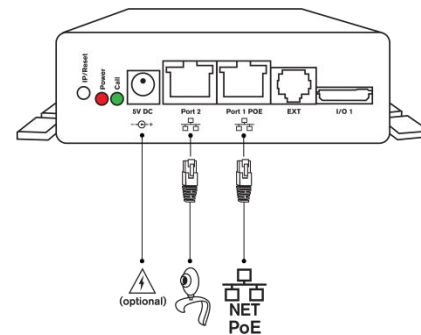




# Snom PA1 Public Address System



- Create Large or Small PA System (External Amp or Internal 4W Amp)
- External Phone Ringer with Visual Indication
- Multi-Cast Relay up to 4 SIP Identities
- Listener: Listen and Broadcast to Speakers and Amplifiers on a SIP Call
- Server: Multi-Cast Relay to Listening PA1s & Snom Phones

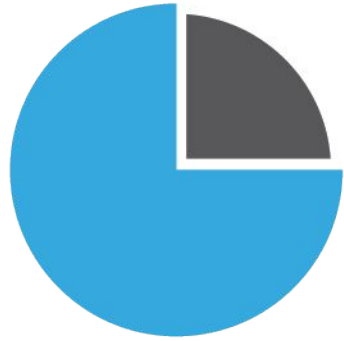


# Snom Service Providers

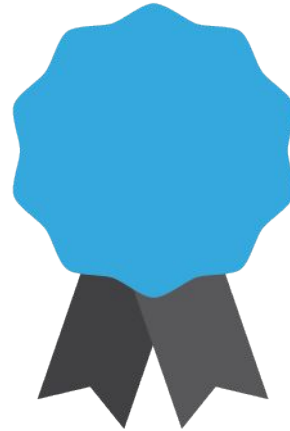


# Authorized Partner Program Benefits / Support

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**Minimum Advertised Price (MAP) Enforcement**  
Margin Protection



**Achieve Mutual Business Objectives &  
Enhance Value of Brands**



**Not For Resale (NFR) Samples**  
Obtain Evaluation Units at 35% - 40% Discount

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**Partner Application, MAP Agreement, NFR Request Form**

<https://www.snomamericas.com/partners/partner-portal/>

**Snom Technical Support - [supportusa@snom.com](mailto:supportusa@snom.com)**

**General Inquiries – [infousa@snom.com](mailto:infousa@snom.com)**



# Trade-In Rebate Program

Experience the latest technology from Snom. Replace your old business phones and take advantage of our trade-in rebates.

Valid on purchases or lease agreements from July 15, 2020 through July 15, 2021

Minimum of 5 phones and maximum of 200 phones

Valid on qualifying Snom, VTech or competitor phones

[SnomRewards.com](https://www.SnomRewards.com)



# Trade-In Rebate Program – SIP Desksets

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D120 SIP Phone

**Rebate - \$3.00**



D717 SIP Phone

**Rebate - \$10.00**



D735 SIP Phone

**Rebate - \$15.00**



D785 SIP Phone

**Rebate - \$20.00**

# Trade-In Rebate Program – DECT Wireless



M10 KLE SIP DECT  
4 Line Handset

**Rebate - \$5.00**



M10R KLE SIP DECT  
4 Line Handset

**Rebate - \$10.00**



M18 KLE SIP DECT 4  
Line Handset

**Rebate - \$10.00**



M65 Professional  
Handset

**Rebate - \$5.00**



M85 Industrial  
Handset

**Rebate - \$7.00**



M70 Business Handset

**Rebate - \$5.00**



M80 Industrial Handset

**Rebate - \$5.00**



M90 Antibacterial Handset

**Rebate - \$7.00**

# Trade-In Rebate Program – Conference Phones

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C520 SIP Conference

**Rebate - \$35.00**



C620 SIP Wireless Conference

**Rebate - \$35.00**



# DaaS (Device-as-a-Service)





# DaaS (Device-as-a-Service)



- Low-cost entry to the latest Snom and VTech solutions
- Financing available through CSC Leasing
- More frequent device upgrades
- Eliminate upfront CapEx
- Improved margins w/ the elimination of ownership responsibility
- OpEx expense provides end-users a simple, monthly cost
- Service providers, resellers and VARS remain primary point-of-contact
- Flexibility for businesses to scale up or down in real-time

# Snom Contacts

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Inside Sales Manager  
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Email: [sboucher@vtechphones.com](mailto:sboucher@vtechphones.com)



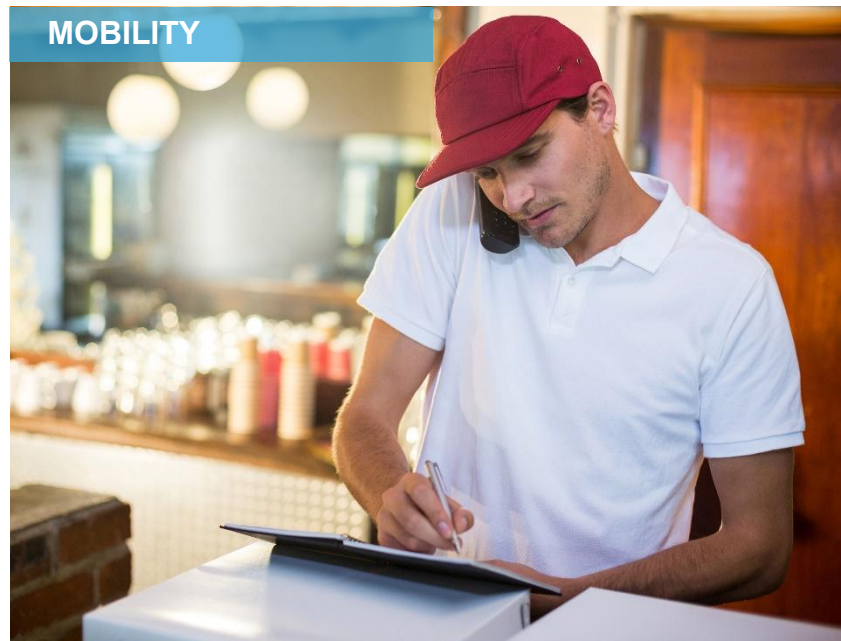
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Higher Margins | Longer Warranty | North American-Based Support  
The Easy Decision



Thank You



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