

Sangoma Wrap Up Dec 2020

Todd Milbrand

Distribution Sales Manager

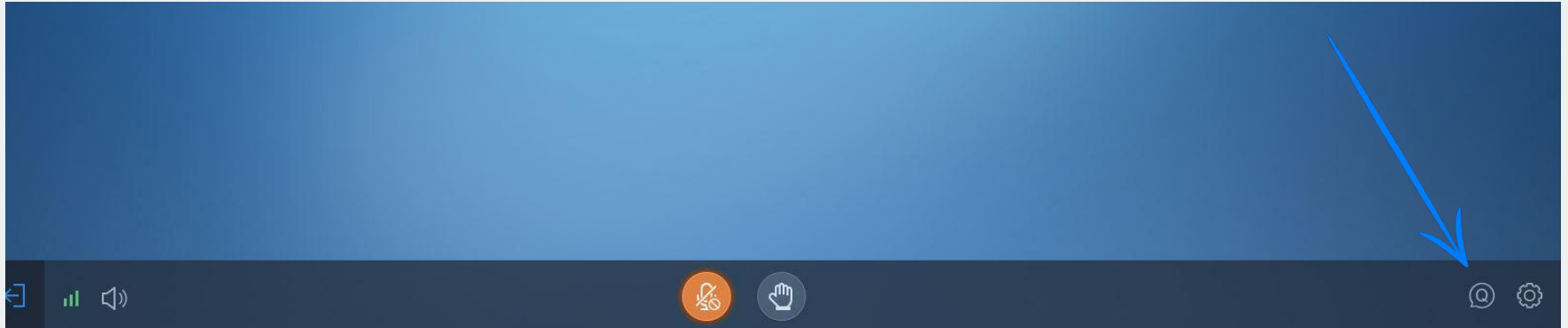
920-574-9568

tmilbrand@sangoma.com

SANG*MA

**During the webinar please use the Q&A feature
located in bottom right corner of your screen!**

**We will answer the questions at the end of the presentation
Thank you!**





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

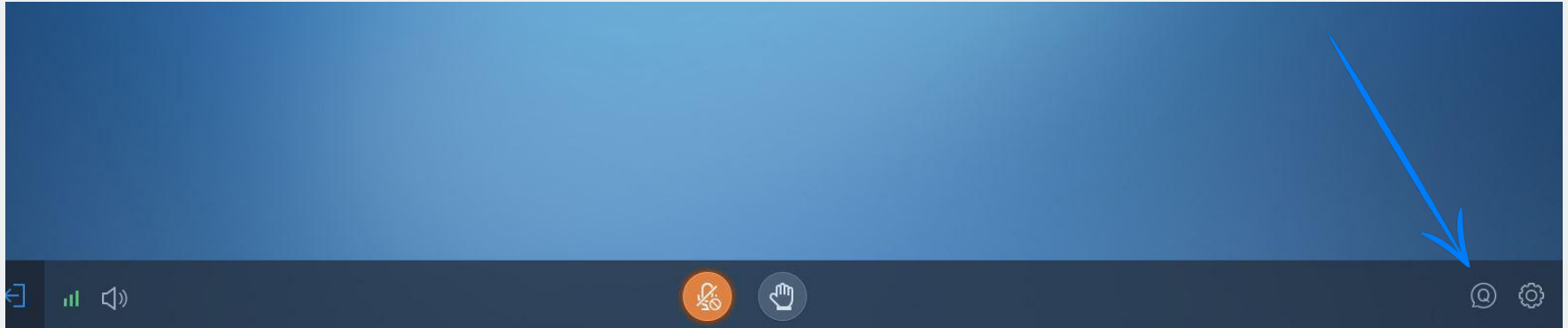
Fulfillment

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

Q&A



CONTACT INFORMATION



Tom Uhteg

VoIP Supply

Solutions Consultant

p: 716.531.4265

tuhteg@voipsupply.com



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Agenda



- Sangoma Partner Portal Tour
- How to become a Sangoma Reseller
- Promotions, Collateral, Deal Registration, Training

Sangoma Partner Portal



- Is located on the Sangoma website
 - Go to the Partners tab then Login to Partner Portal

Or simply go to partners.sangoma.com

Become a Sangoma Reseller



Different Tiers for Sangoma Resellers

- Authorized Agent
- Authorized Partner
- Silver Partner (Revenue commitment of \$20,000 USD MSRP)
- Gold Partner (Revenue commitment of \$120,00 USD MSRP)

If hardware and phones are the bread of your business then you will want to apply to be a Silver or Gold Partner

Silver Partners - Receive additional discounts when deals are registered and puts you in a competitive position when against other partners

Gold Partners - Receive even bigger discounts than Silver partners

*Once a deal is registered no one can register a deal

[Click Here to register to become a Sangoma Reseller with VoIP Supply](#)

Partner Portal Cont'd



Latest News - New products and announcements found here

Current Promotions - collateral and more information for promotions currently running for the quarter

Marketing - Collateral can be found here. Cobranded materials with Swtichvox.

- You can search different verticals

Partner Portal Cont'd



Courses and Partner Training - Can register and attend virtual partner courses found in the portal.

Deal Registration - Needs to be \$3,500 MSRP USD in order to be eligible for deal registration

THANK YOU!

Q & A

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SUPPLY



THANK YOU!