

# snom

Higher Margins

|

Longer Warranty

|

North American-Based Support

The Easy Decision



CONFERENCE



MOBILITY

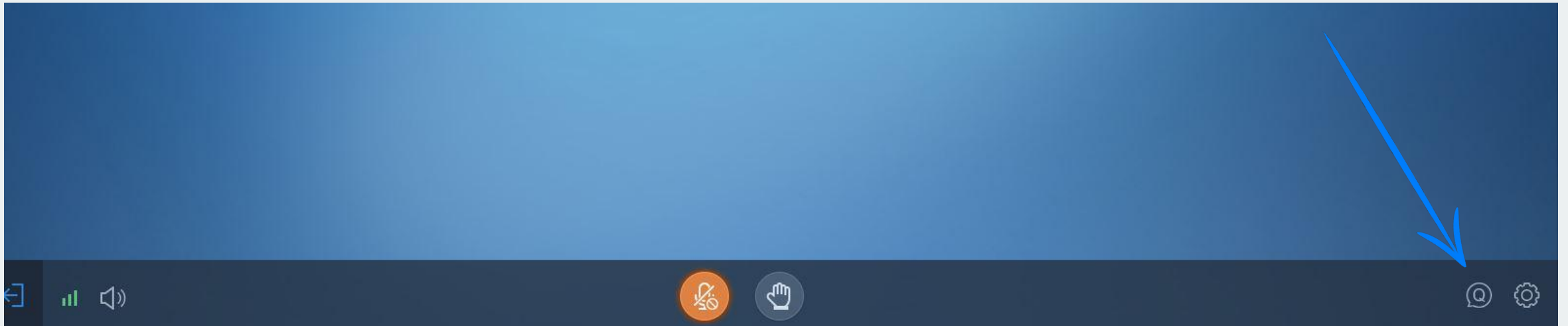


DESK PHONES



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!



**We Are VoIP Supply**

# 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

# Snom Contacts

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Inside Sales Manager  
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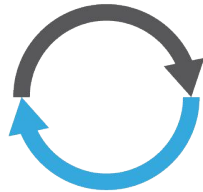


**Ian Mitchell**  
Product Manager  
[imitchell@vtechphones.com](mailto:imitchell@vtechphones.com)

# VTech & Snom Advantage



\$2.1 billion global company with more than 25 years in telecommunication, 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

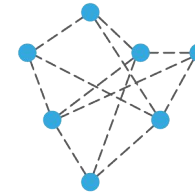


3-year warranty on Desk Phones, DECT Mobility & Conference Phones



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



# Vertical Industry Deployments

MANUFACTURING



WAREHOUSE & DISTRIBUTION



HEALTHCARE



EDUCATION



RESTAURANTS



RETAIL



PROFESSIONAL SERVICES



REMOTE WORK





## 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)



# Snom D7xx Series

3  
YEAR  
WARRANTY

Snom D717



- Color LCD
- XML Browser
- Programmable Line Function Keys
- USB

Snom D735



- 2-Port GigE Ethernet Switch
- Supports up to 3 D7 Sidecars
- Dedicated Headset Key
- Solid State Hook Switch

Snom D785



# D7 & D7C: Expansion Modules for D7xx Series

3  
YEAR  
WARRANTY



- 18 Programmable Multi-Color LED Keys
- Daisy-Chain up to 3 per Phone
- Monochrome Screen



- 6.8" Color LCD
- 16 Programmable Multi-Color LED Keys
- Daisy-Chain of up to 3 per Phone

Target Availability Q1 2021

# Unique Features – 100% Compatible by Snom



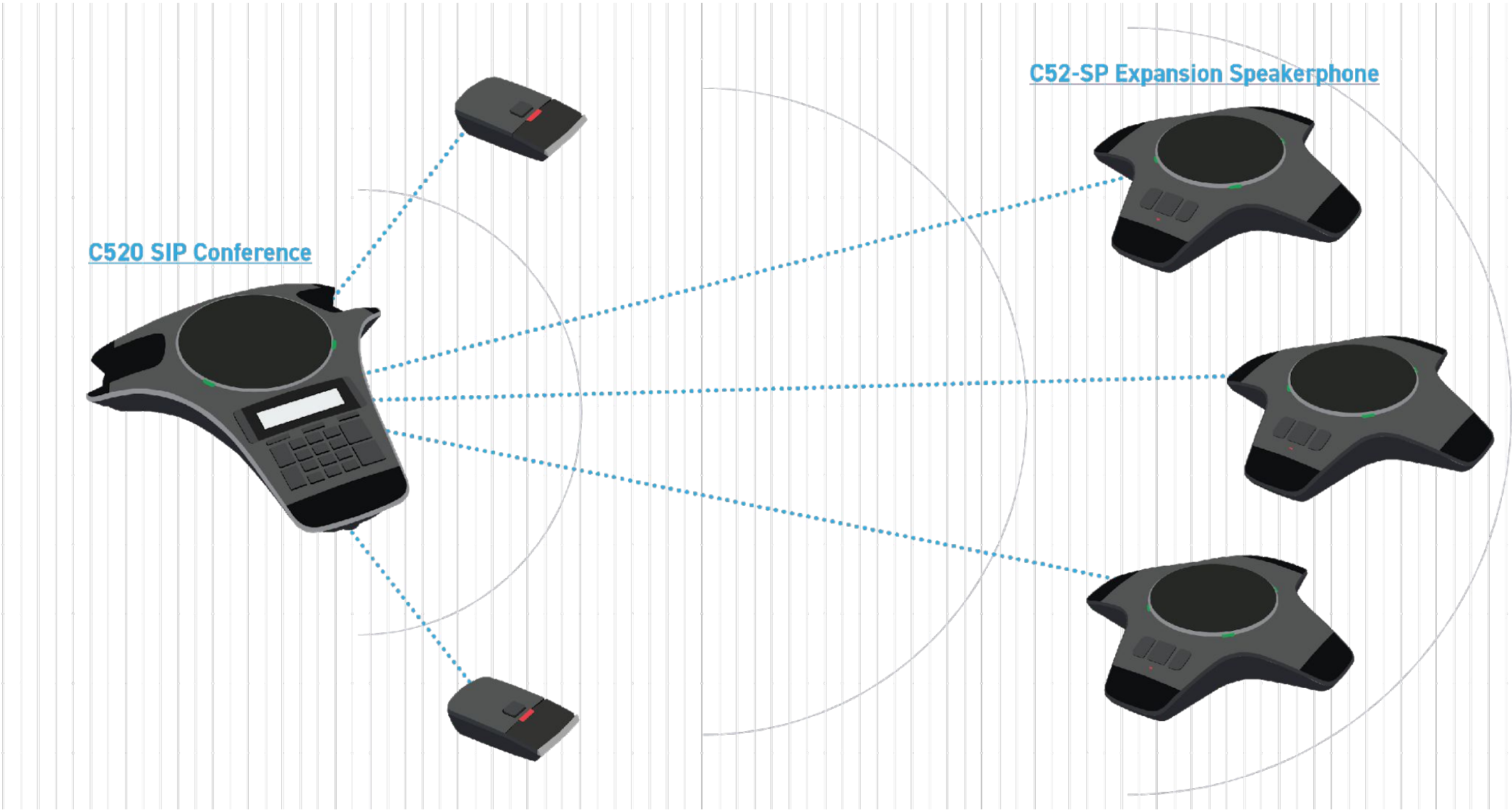


# Conferencing Solutions



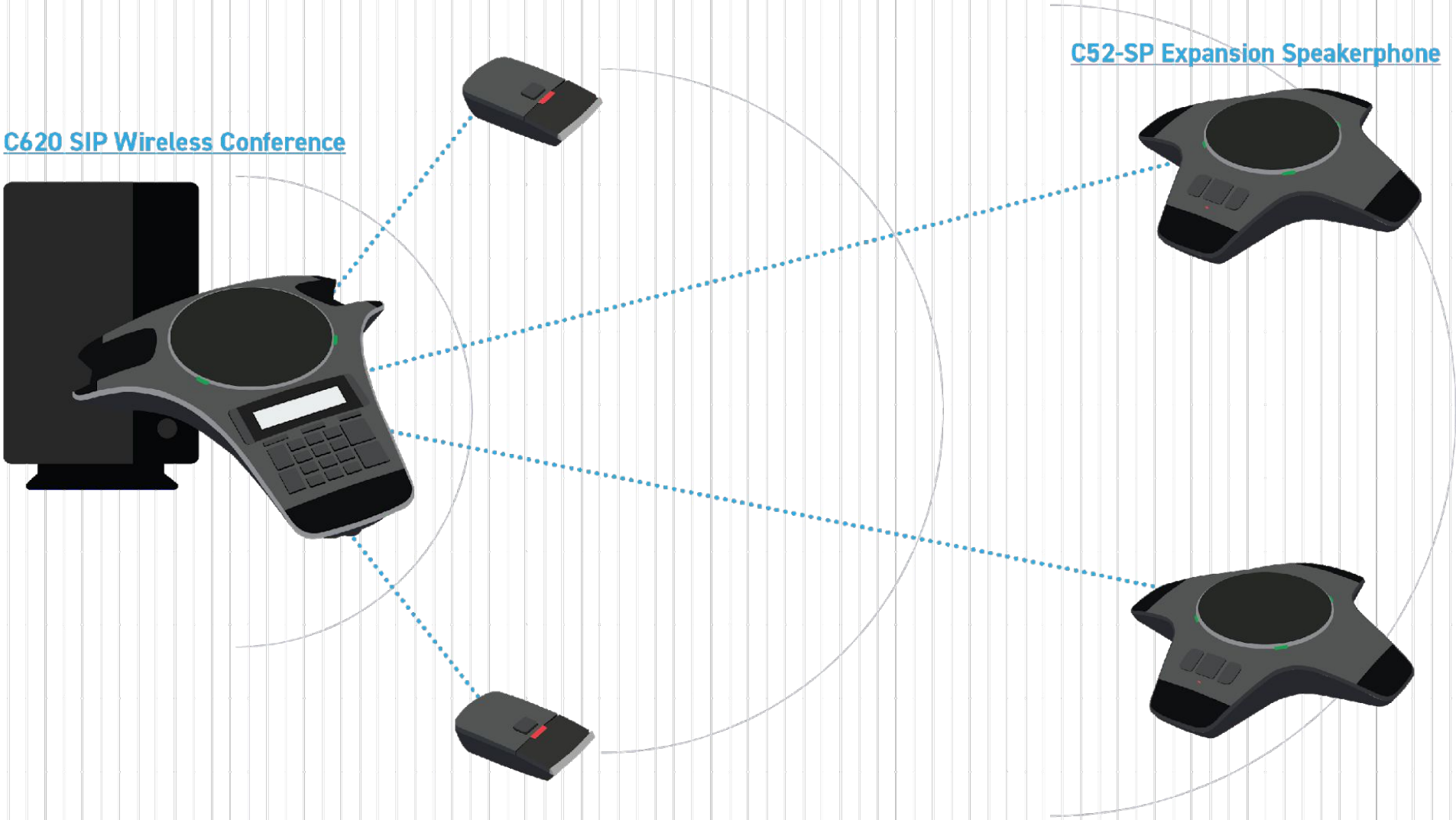
# C520 SIP Conference Phone

3  
YEAR  
WARRANTY



# C620 Wireless SIP Conference Phone

3  
YEAR  
WARRANTY





## Mobility Solutions: Key Line / Multi-Line



# M100 Dual Mode DECT SMB Mobility Solution

**3**  
YEAR  
WARRANTY

## M100 Access Point

- 8 SIP Accounts
- 6 Concurrent Calls
- Multicast Paging – Intercom
- Privacy Mode
- Reboot via XML Push

## Connect Up to 10 Devices

- M10: Wireless Handset  
7-days of standby time – 9 hrs talk time
- M10R: Ruggedized Wireless Handset  
7-days of standby time – 9 hrs talk time
- M58: Deskset  
7-hr talk time when using battery

## Easy Call Handling

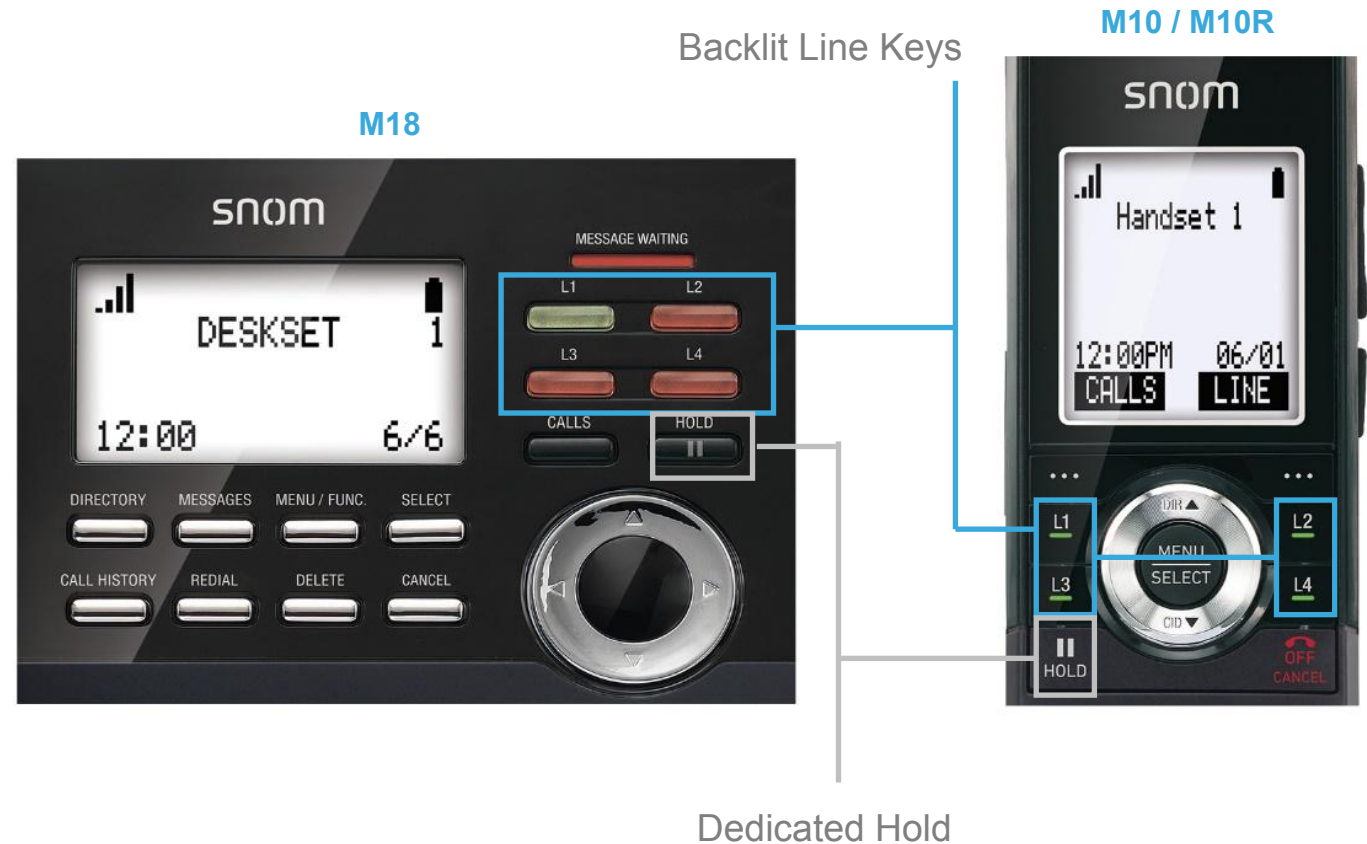
- 4 LED Backlit Multi-Line Keys  
L1 – L4 on all Devices



# M100 DECT Multi-Line Mobility Solution



- Up to 10 devices
  - M10, M10R, M18 Deskset
- Up to 6 simultaneous calls per device
- Auto Provisioning
- 4 Backlit LED Line Keys
  - L1 – L4 Multi Line Keys
  - Easily Manage Multiple Calls = No training
  - Easy Call Pickup
- Dedicated Hold Key
- Intercom / Paging with Privacy Mode

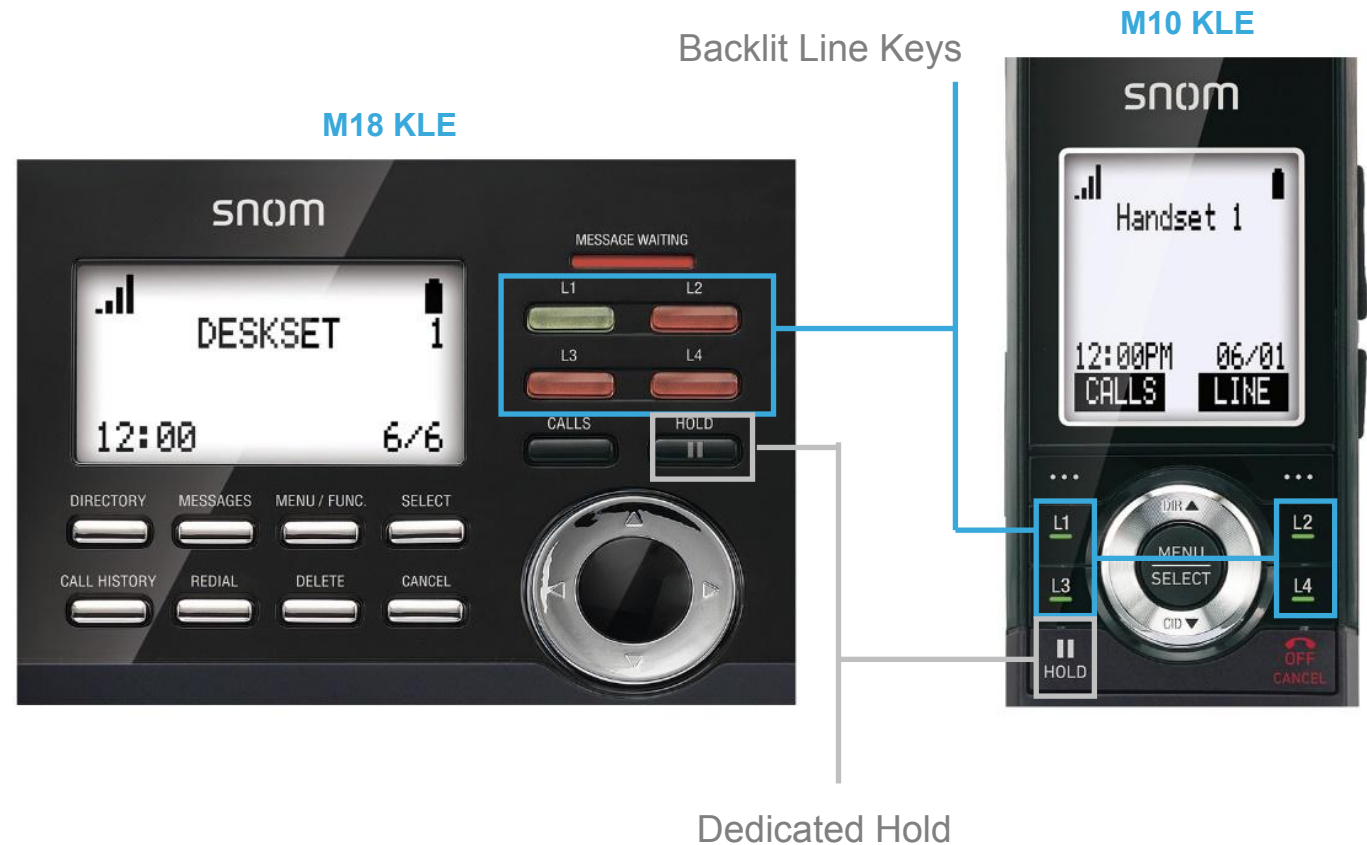




# M100 Key Line Emulation Benefits

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YEAR  
WARRANTY

- 4 Backlit LED Line Keys
  - Allow Users to Manage Multiple Calls = No Training
  - Blinking Lights Show Who is on Hold for Easy Call Pickup
  - Pick Up Line 2
- L1 – L4 for Either Key Line or Private Lines
- Dedicated Hold Key
- Intercom / Paging with Privacy Mode



# Vertical Industry Deployments - Restaurants

## KLE Solution Deployed for 400+ location restaurant chain

- Easy Implementation
- No call handling training
- No person specific extensions
- Easy call pick up
- Cost savings

## Customer Satisfaction

- Referrals from customer
- Additional products & services such as PA1





## Multi-Cell Solutions





# Single Cell & Multi-Cell DECT Station Solutions



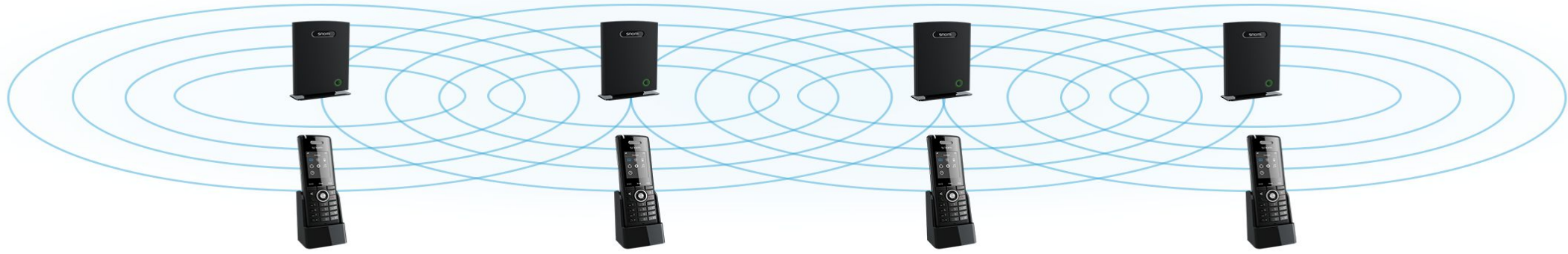
Model	M325 (Single-Cell)	M700 (Multi-Cell)	M900 (Multi-Cell)	M5
Display	-	-	-	DECT Repeater
Max. # of Base Stations	1	253	1,000	3 per base station
Max. # of Handsets	20	1,000	4,000	
Concurrent Calls	5	8 for NB	10 for NB	Up to 5 calls
Standby/Talk Time (H)	75/7h	-	-	
Extras		Wireless Network Base up to 253 Seamless Roaming	Wireless Network Base up to 4,000 Seamless Roaming -	Daisy Chain up to 3 M5's.

# Single Cell & Multi-Cell DECT Handsets



Model	M25	M65	M70	M80	M85	M90
Display	1.4" (128x128) Color	2" (176x220) Color	2" (240x320) Color	2" (240x320) Color	2" (240x320) Color	2" (240x320) Color
Softkeys	2	3	3	3	3	3
Standby/Talk time	75h/7h	250h/18h	200h/17h	200h/17h	200h/17h	200h/17h
Bluetooth	-	-	Yes	Yes	Yes	Yes
Ruggedized/IP65	-	-	Ruggedized (2m Fall)	IP65	IP65	IP65 (w/Antibacterial)
Extras	-	Vibration alert, belt clip, illuminated keypad	Vibration alert, belt clip, illuminated keypad, Alarm button, Man-down	Vibration alert, belt clip, illuminated keypad, Alarm button, Man-down	Vibration alert, belt clip, illuminated keypad, Alarm button, Man-down	Vibration alert, belt clip, illuminated keypad, Alarm button, Man-down

# Understanding Multi-Cell



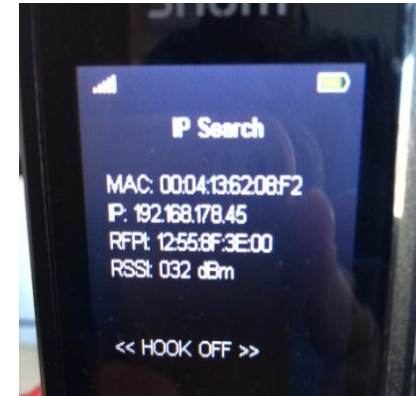
Multiple DECT base sync over the air with seamless call handover between bases

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 Assessment Mode
- ID DECT Range in Advance for 100% Coverage





# Broadcast & Paging



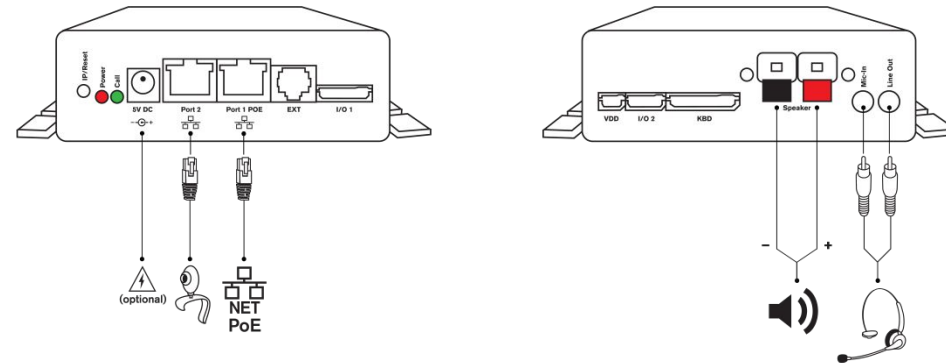


# Snom PA1 Public Address System

3  
YEAR  
WARRANTY



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



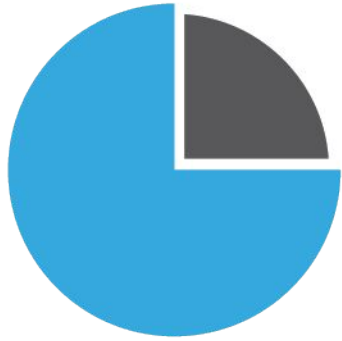
# Interop Partners



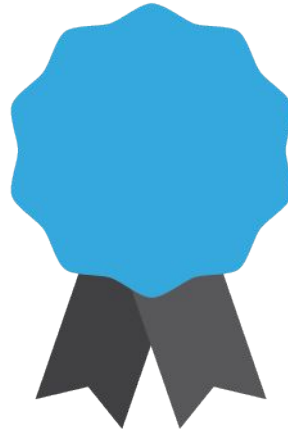


# Authorized Partner Program Benefits / Support

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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

Learn more at: [info.snomrewards.com](https://info.snomrewards.com)

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**

# Conference Call Upgrade



## CONFERENCE CALL UPGRADE

Trade-in a Polycom 2W for a Snom C620 and

**RECEIVE A \$100 REBATE**



# DaaS (Device-as-a-Service)



# DaaS (Device-as-a-Service)



- Financing available through CSC Leasing
- Eliminate upfront CapEx
- OpEx expense provides end-users a simple, monthly cost
- Low-cost entry to the latest Snom solutions
- More frequent device upgrades
- Improved margins w/ the elimination of ownership responsibility
- 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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**Ian Mitchell**  
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## CONTACT INFORMATION

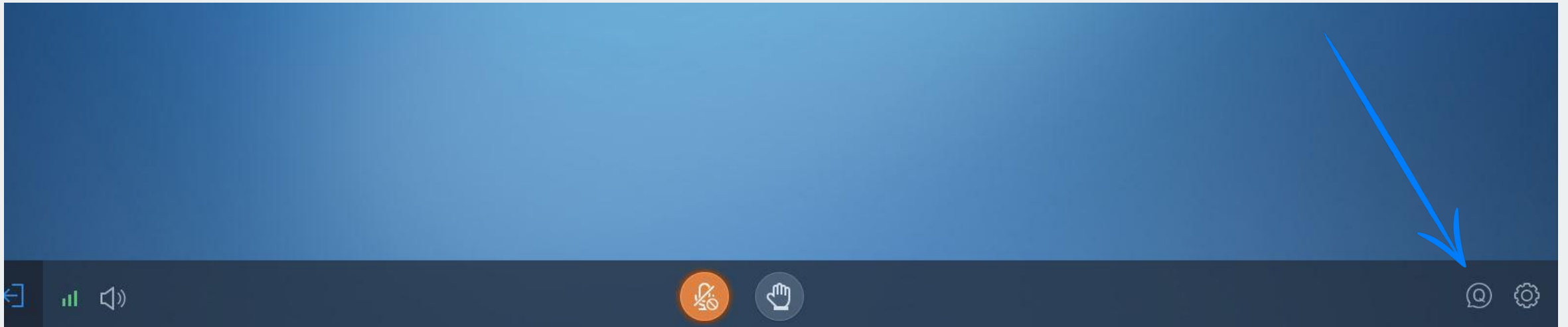


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We Are VoIP Supply



# Q&A





Higher Margins | Longer Warranty | North American-Based Support

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The Easy Decision



CONFERENCE



MOBILITY



DESK PHONES



Thank You

