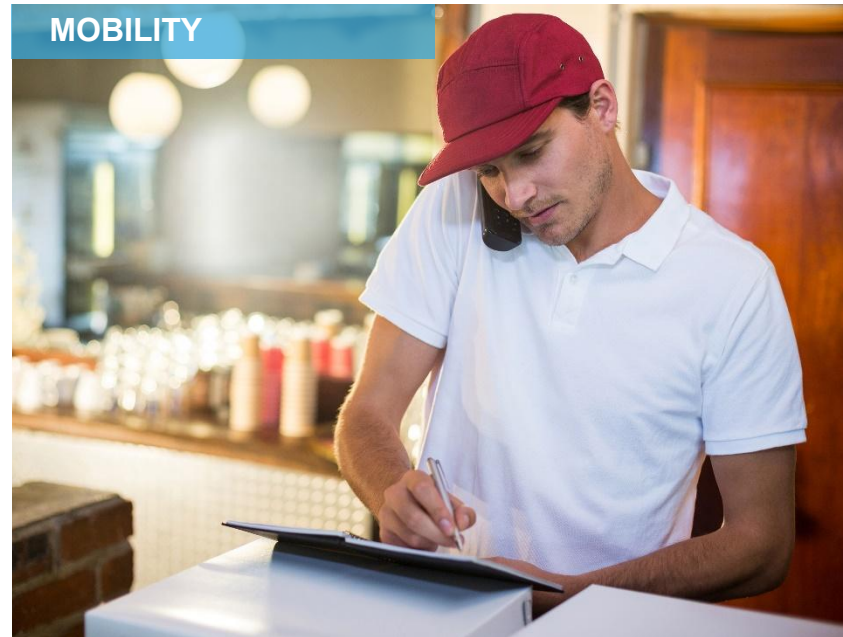


snom



Higher Margins | Longer Warranty | North American-Based Support



The Easy Decision

Vertical Industry Deployments

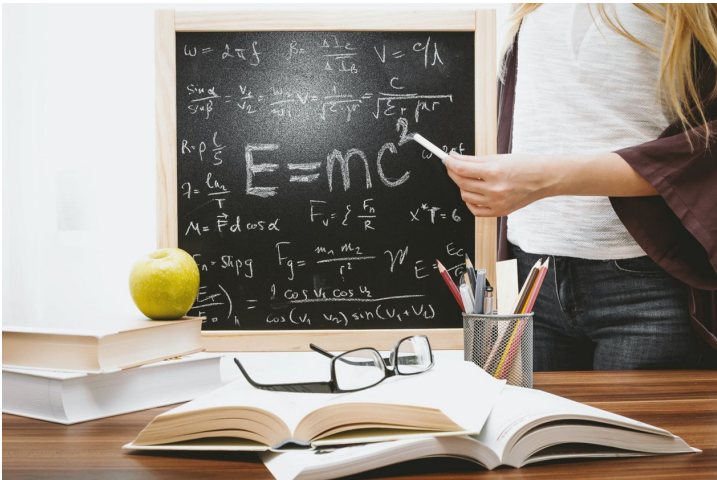
Restaurants



Retail



Education



Warehouse & Distribution



Manufacturing





According to NAICS



2.3 Million Companies in Retail

- Discount & Department Stores
- Home & Specialty Stores
- Main Street Merchants
- Grocers
- Wholesalers
- Chain Restaurants



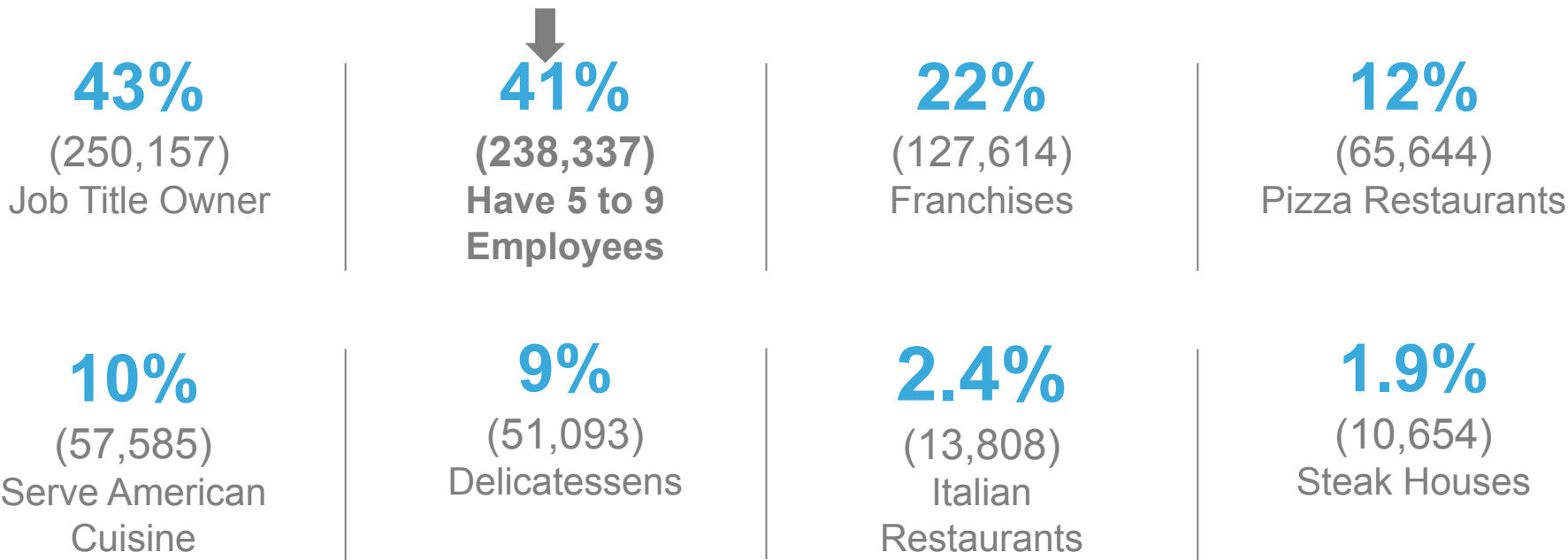
Retail is the Nation’s Largest Private Sector Employer

- Contributing \$2.6 Trillion to Annual GDP
- Supports 1 in 4 US jobs
- 42 Million Working Americans

DESCRIPTION	# of COMPANIES	# of ESTABLISHMENTS	EMPLOYMENT
TOTAL RETAIL TRADE	652,418	1,070,209	15,704,167
Motor Vehicle Parts & Dealers	81,371	118,157	1,908,309
Furniture & Home Furnishings Stores	33,120	50,336	445,240
Electronics & Appliance Stores	24,991	46,731	407,409
Building Material & Garden Equipment & Supplies Dealers	50,165	76,565	1,280,305
Food & Beverage Stores	117,122	152,504	3,129,735
Health & Personal Care Stores	43,604	92,762	1,041,147
Gasoline Stations	65,603	111,604	921,654
Clothing & Clothing Accessories Stores	57,663	146,694	1,711,022
Sporting Goods, Hobby, Musical Instruments & Book Stores	30,982	46,195	579,082
General Merchandise Stores	8,138	53,022	2,902,345
Miscellaneous Store Retailers	82,508	108,510	757,820
Nonstore Retailers	60,410	67,129	620,099



579,979 Restaurants in the United States



Vertical Industry Deployments - Restaurants



Recommended Devices		Use Cases
D7xx Series Deskset WiFi Dongle		<ul style="list-style-type: none">• Hostess• Management• Take out/delivery line
M100 Wireless DECT Mobility		<ul style="list-style-type: none">• Management• Mobile employees/hostess kiosk• Take out/delivery line
PA1 Broadcasting		<ul style="list-style-type: none">• Paging/music broadcast

M100 KLE DECT



Snom D7xx Series



M100 Key Line/Wireless DECT Solution



What Our Partners are Saying

“The M100 is super easy to deploy with our platform”

“The M100 is incredibly easy to setup and utilize”

“I'm very comfortable recommending the M100 to our channels for their customers”



Vertical Industry Deployments - Restaurants

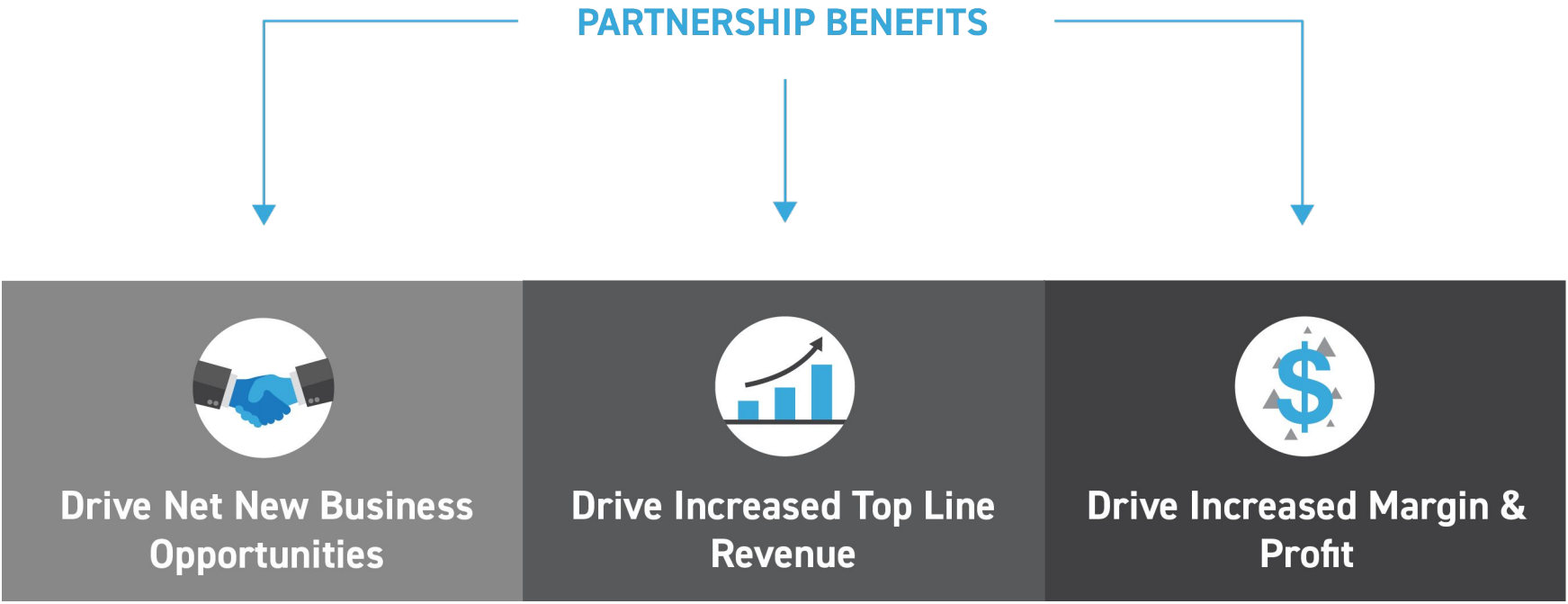
400+ Location Restaurant Chain Deployed KLE Solution

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

Customer Satisfaction

- Referrals from customer
- Additional products & services





Higher Margins | Longer Warranty | North American-Based Support

DECT vs WiFi

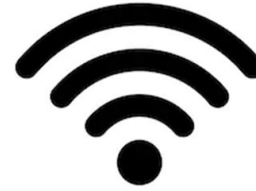
DECT
(Digital Enhanced Cordless Telecommunications)



- Stability.
- Security.
- Phone purpose-built standard.
- Better at overcoming obstacles.
- Keep your WiFi network free.
- No extra access points.

VS

WiFi
(Wireless Fidelity)



- Simplicity.
- Cost-effective.
- Mobile integration.

M100 Key Line Emulation DECT Solution

3
YEAR
WARRANTY

Special Pricing
Available
through
December 31



M100 KLE



M10 KLE



M10R KLE



M18 KLE

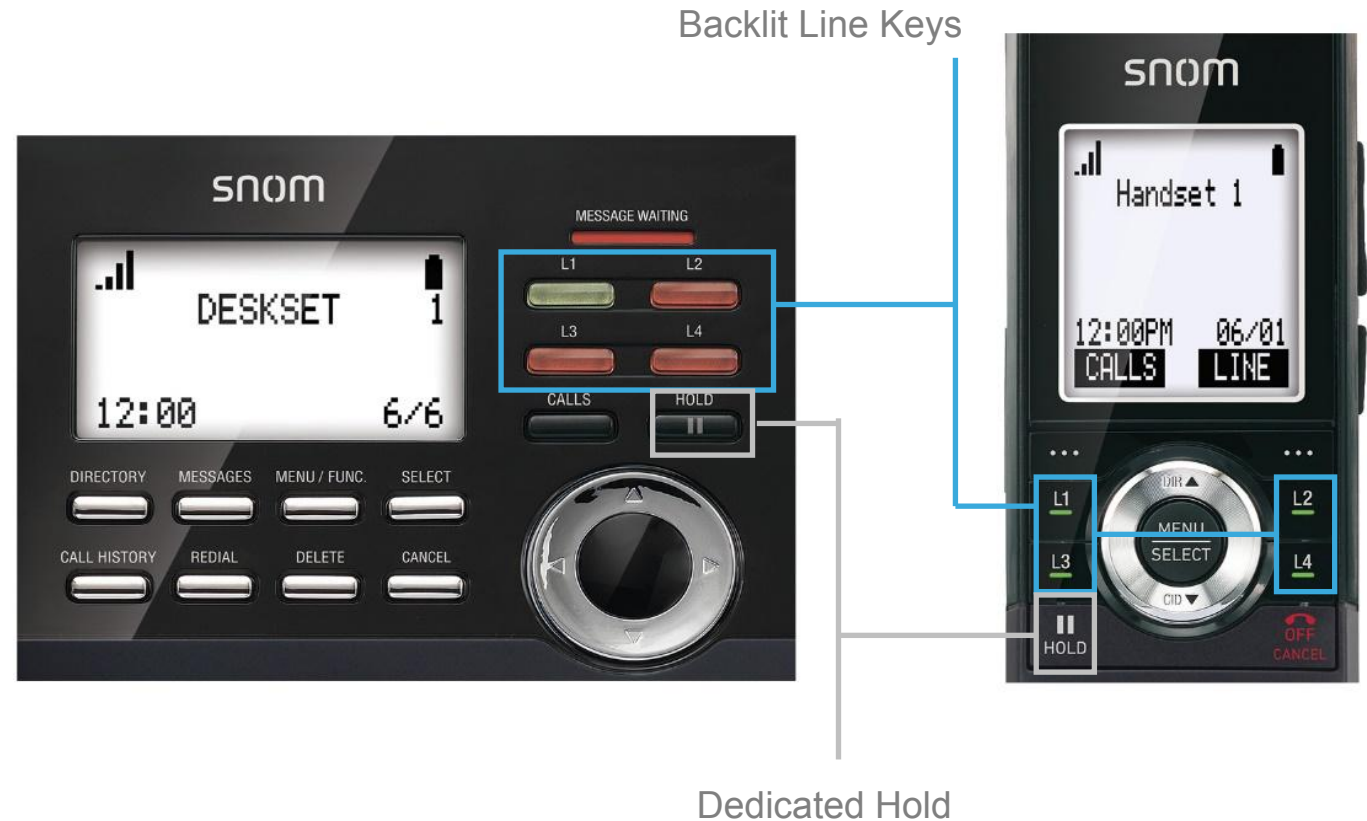
M100 Key Line Emulation Benefits

3
YEAR
WARRANTY

M18 KLE

M10 KLE

- 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



Single Cell & Multi-Cell DECT Solutions



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	4,000	253	1	3 per base station
Max. # of Handsets	16,000	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 4,000	Wireless Network Base up to 253 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, BT position locate	Vibration alert, belt clip, illuminated keypad, Alarm button, Man-down, BT position locate	Vibration alert, belt clip, illuminated keypad, Alarm button, Man-down, BT position locate	Vibration alert, belt clip, illuminated keypad, Alarm button, Man-down, BT position locate

M325 Base Station: SMB Single-Cell Solution

3
YEAR
WARRANTY



- 1.4 Inch Color TFT Display
- 20 SIP Accounts & Handsets/5 Concurrent Calls
- Bundled with an M25 Handset
- Works with M65 & M85 (Rugged) Handsets
- Pair up with 3 M5 Repeaters to Extend Range
- M25, M65 & M85 Includes Speakerphone

Handset Compatibility



All handsets can be mixed in installations that run on M300, M700 and M900 base stations

M900 can expand existing installations or replace defective units in installations

Current Model	New Model	New Model Notes
M25		
M65	M70	<ul style="list-style-type: none">Higher Resolution ScreenAdds BT For Headset + PositionAdds Ruggedized (2m Fall) NO IP65 CertifiedAdds Alarm Function same as M85
	M80	<ul style="list-style-type: none">2" (240x320) Screen (same as All New HS)BT for Headset + PositionActual IP65 Certified
M85	M90	<ul style="list-style-type: none">2" (240x320) Screen (same as All New HS)BT for Headset + PositionAdds Antibacterial in Addition to IP65 Certified
M700	M900	<ul style="list-style-type: none">From 253 Bases in MC to 4,000From 1,000 Total HS to 16,000From 8 Concurrent Calls to 10 (SC and NB)Adds Opus Codec (via Optional Module)Adds Bluetooth Beacon Support for Positioning

Conferencing Solutions



C520

C52: SIP DECT Expansion Phone



C620: Wireless SIP Conference Phone

3
YEAR
WARRANTY



C620

C52: SIP DECT Expansion Phone

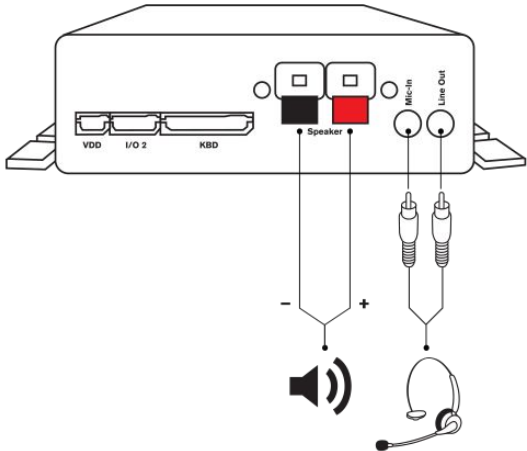
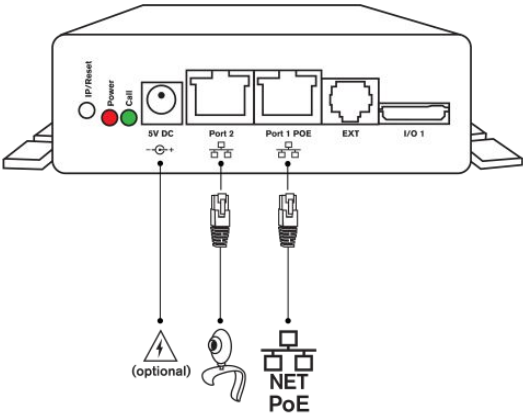


Broadcast & Paging



Snom PA1 Public Address System

3
YEAR
WARRANTY



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

Trade-In Rebate Program – SIP Desksets



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



C520 SIP Conference

Rebate - \$35.00



C620 SIP Wireless Conference

Rebate - \$35.00

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

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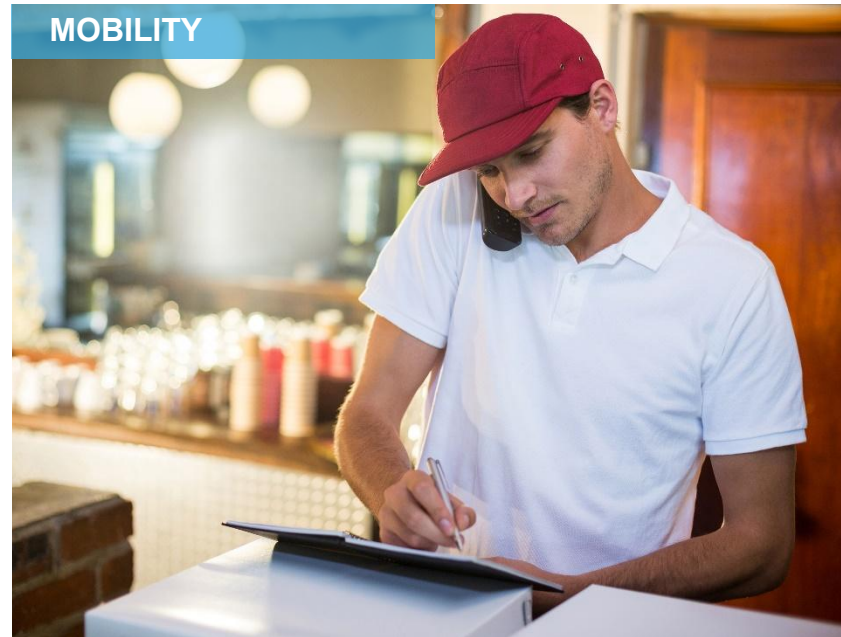


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Thank You!



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