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Higher Margins | Longer Warranty | North American-Based Support

The Easy Decision

voip SUPPLY™

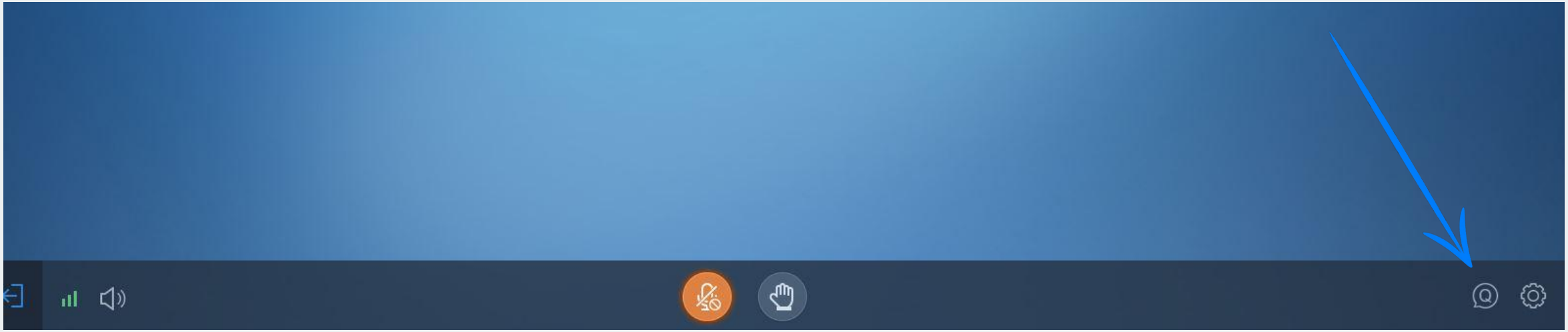
CONFERENCE

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

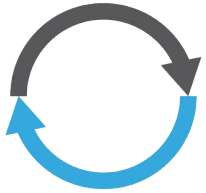
provisioning and professional services from multiple warehouse locations in North America; providing real-time access to manage your projects from order through delivery

Refresh & Reclaim

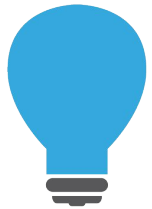
offering certified reconditioned devices at a fraction of the cost plus offering an outlet for selling off used and excess VoIP equipment

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



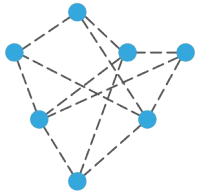
Innovative, diverse & scalable SIP based portfolio

- 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

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The Snom D120 & D7xx Series

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D120: Entry Level

3 YEAR WARRANTY

- 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)

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D735: Mid-Range

3 YEAR WARRANTY

- 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)

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The Snom D7xx Series

3 YEAR WARRANTY

Snom D7xx Series

- Color LCD
- XML Browser
- Programmable Line Function Keys
- 2-Port GigE Ethernet Switch
- Supports up to 3 D7 Sidecars
- Dedicated Headset Key

Snom D717

Snom D735

Snom D785

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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 Q3 2020

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Unique Features – 100% Compatible by Snom

Snom D717

Snom D735

Snom D785

DECT Dongle

WiFi Dongle

DECT 100%
Wireless Conference

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C620: Wireless SIP Conference Phone

3 YEAR WARRANTY

C620

C52: SIP DECT Expansion Phone

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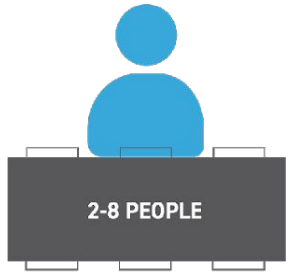
Conference Phone Scalability

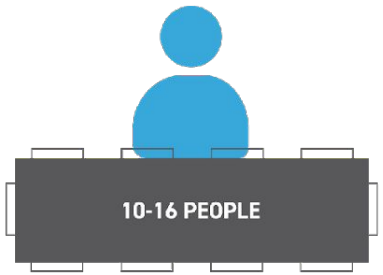
3 YEAR WARRANTY

HUDDLE ROOM



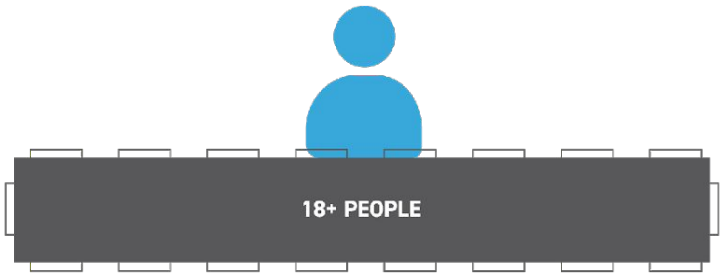
C620

CONFERENCE ROOM

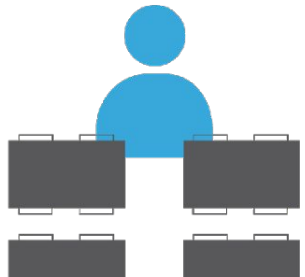


C52

LARGE CONFERENCE ROOM



TRAINING ROOM



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Mobility Solutions – Key Line Emulation

SPECIAL M100 PRICING FOR RESELLERS FROM AUTHORIZED DISTRIBUTORS

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M100 Key-Line Emulation DECT Solution

3 YEAR WARRANTY

M10 KLE

- Up to 10 Cordless Desksets & Handsets
- Up to 8 SIP Lines/Accounts
- Key Line & Private Lines
- Up to 6 Concurrent Calls
- Intercom, Privacy Mode
- Reboot via XML Push

M10R KLE

- 4 Programmable LED Backlit Line Keys
- 6 Call Handling Between Active & Held
- Intercom & Paging
- 7 Days Standby & 9 Hours Talk Time

M100 KLE

- Ruggedized Handset with Locking Battery Door
- 4 Programmable LED Backlit Line Keys
- 6 Call Handling Between Active & Held
- Intercom & Paging
- 7 Days Standby and 9 Hours Talk Time

M18 KLE

- 4 Programmable LED Backlit Line Keys
- 6 Call Handling Between Active & Held
- 32 Speed Dial Keys
- Intercom & Paging
- 7 Hours Talk Time when Using Battery
- Avoid Cable Upgrades for Office or Work Stations

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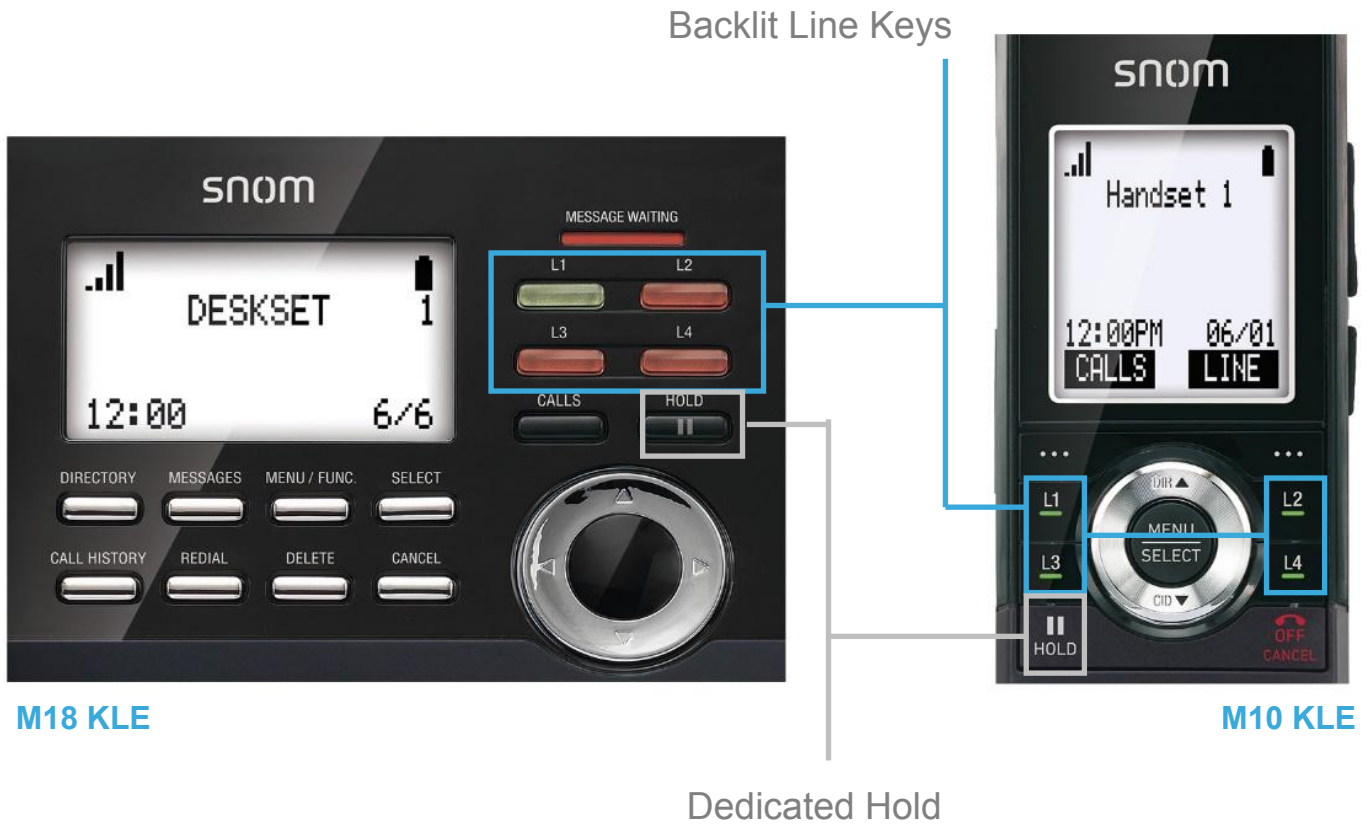
M100 Key Line Emulation Benefits

3 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



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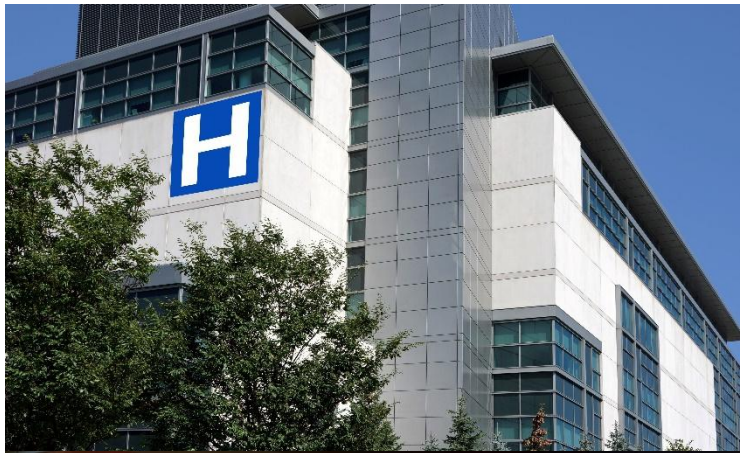
Enterprise Workplace Mobility Solutions: Single-Cell / Multi-Cell / Health Care



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Single Cell & Multi-Cell DECT Station Solutions

3 YEAR WARRANTY

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.

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Snom Handset Updates

3 YEAR WARRANTY

Current Model		New Model		New Model Notes
M25		———		
M65		M70		▪ Higher Resolution Screen ▪ Adds BT For Headset ▪ Adds Ruggedized (2m Fall) NO IP65 Certified ▪ Adds Alarm Function same as M85
———		M80		▪ 2” (240x320) Screen (same as All New HS) ▪ BT for Headset ▪ Actual IP65 Certified
M85		M90		▪ 2” (240x320) Screen (same as All New HS) ▪ BT for Headset ▪ Adds Antibacterial in Addition to IP65 Certified
M700		M900		▪ From 253 Bases in MC to **1,000** ▪ From 1,000 Total HS to **4,000** ▪ From 8 Concurrent Calls to **10** (SC and NB) ▪ Adds Opus Codec (via Optional Module)

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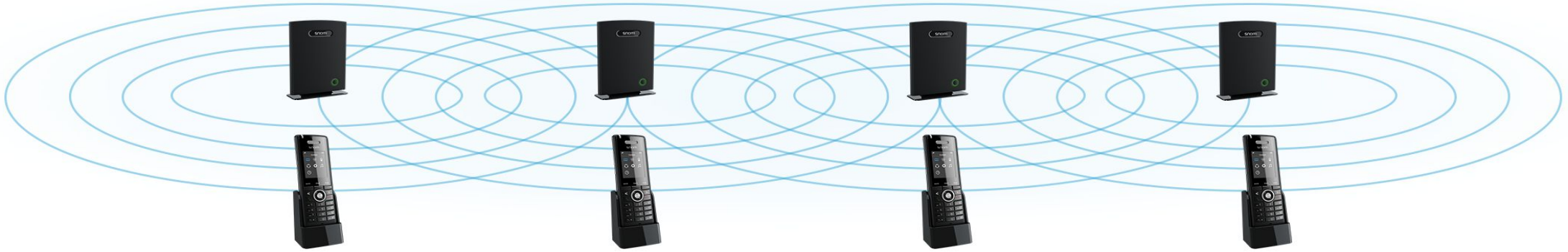
Understanding Multi-Cell



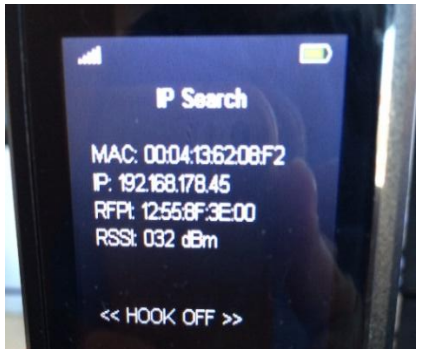
Multiple DECT base sync over the air with seamless call handover between bases

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



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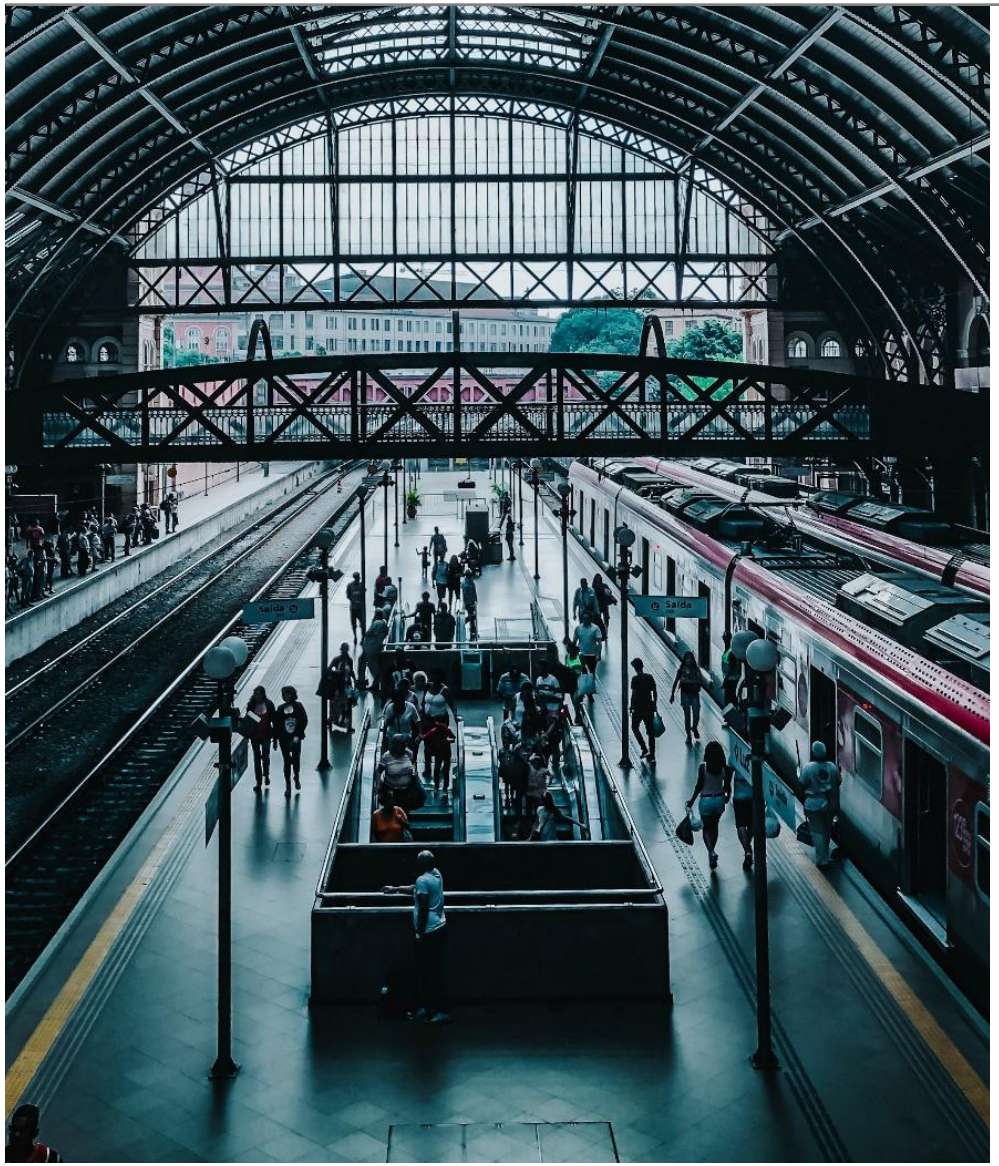
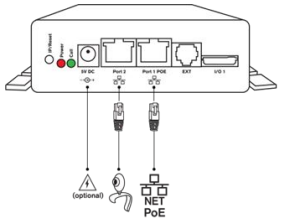
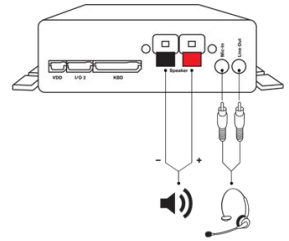
Snom PA1 Public Address System







- 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

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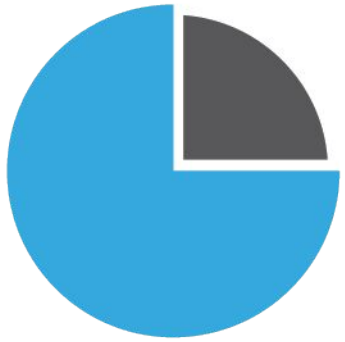
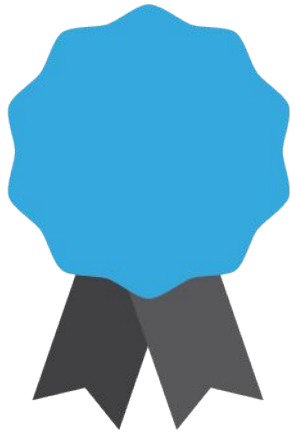
Authorized Partner Program Benefits / Support



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

Partner Application, MAP Agreement, NFR Request Form

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

Snom Technical Support - supportusa@snom.com

General Inquiries – infousa@snom.com

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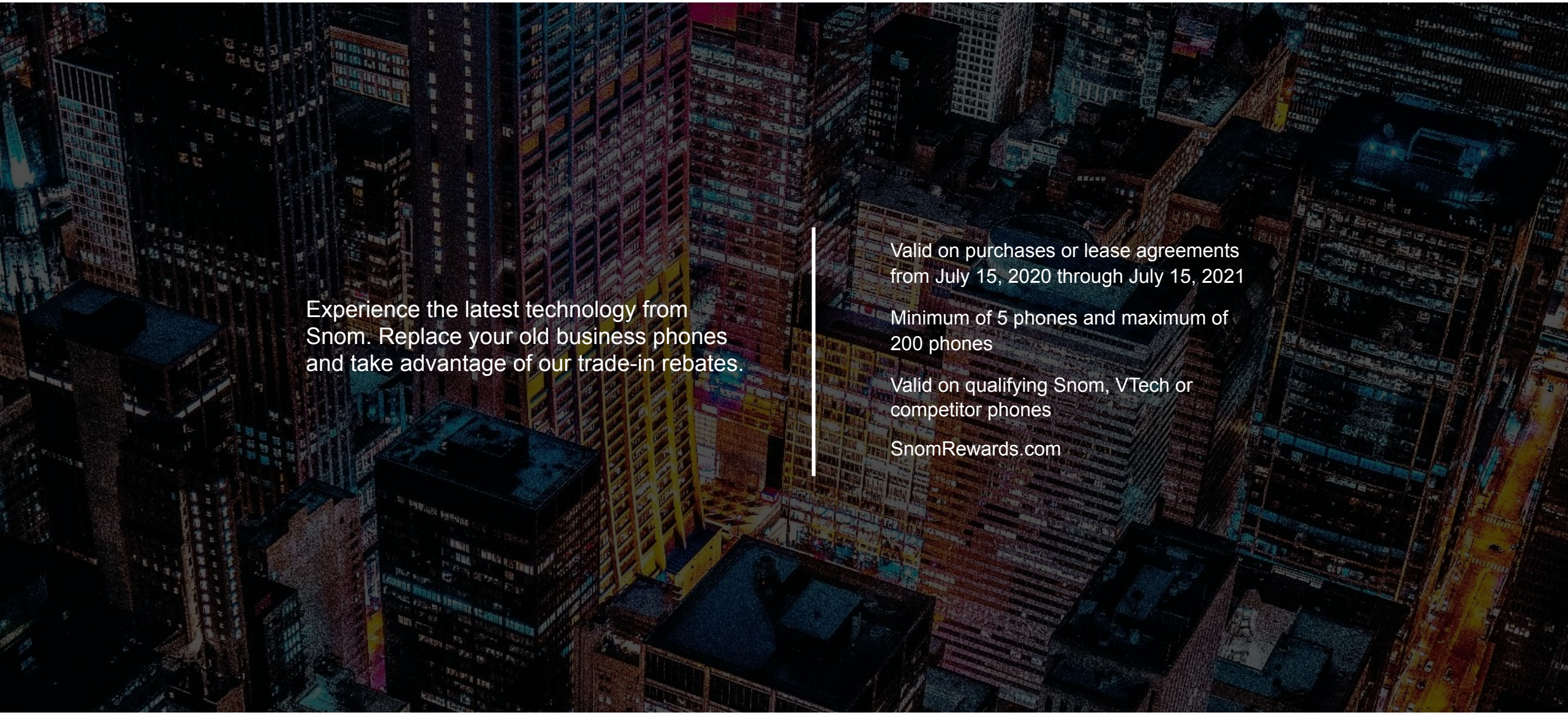
Trade-In Rebate Program



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

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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

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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

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Trade-In Rebate Program – Conference Phones

C520 SIP Conference

Rebate - $35.00

C620 SIP Wireless Conference

Rebate - $35.00

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DaaS (Device-as-a-Service)

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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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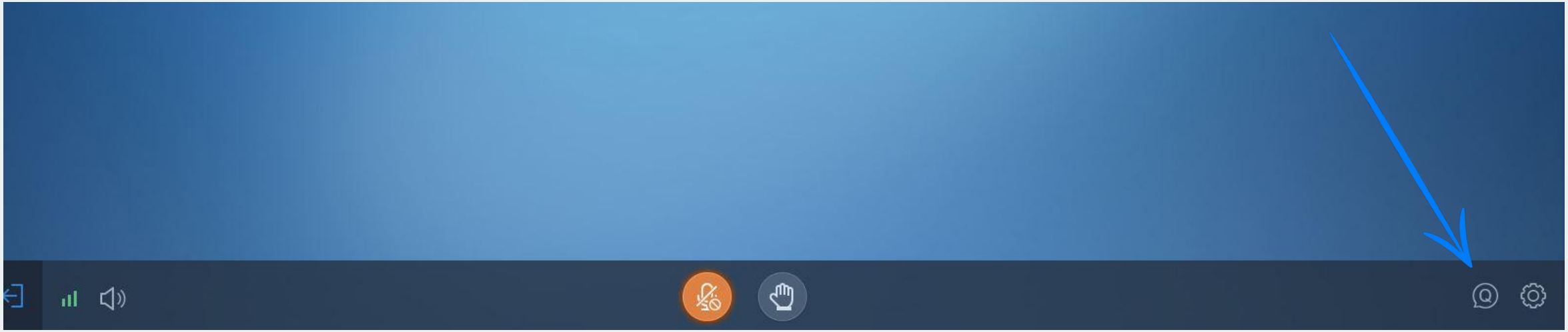
Q&A



We Are VoIP Supply

CONTACT INFORMATION

Sarah Boucher

sboucher@vtechphones.com

Tom Uhteg

VoIP Supply

Solutions Consultant

p: 716.531.4265

tuhteg@voipsupply.com

Simon Bradbroock

SimonBradbrook@vtech.ca