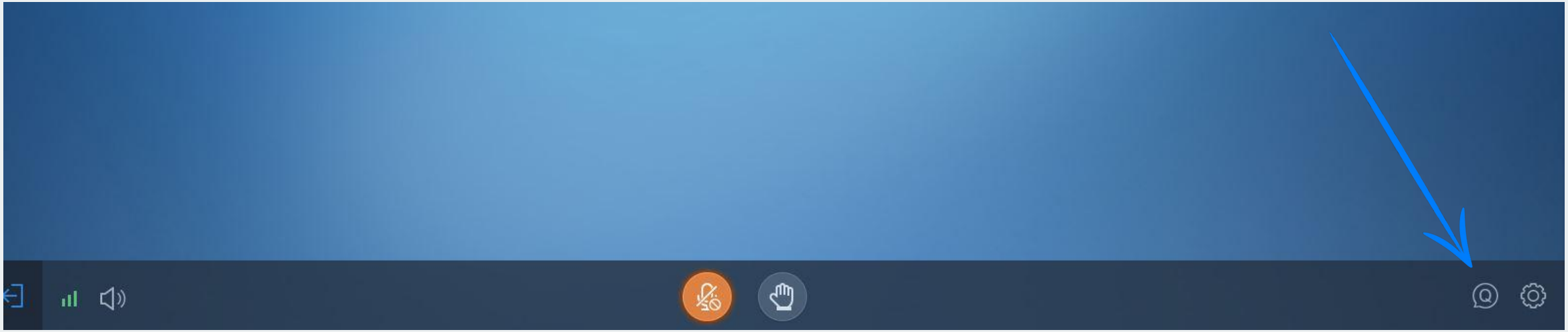
5 Reasons to use Sangoma Switchvox in Education

Todd Milbrand
Distribution Sales Manager
920-574-9568
tmilbrand@sangoma.com

Jessica Campas
Channel and Product Marketing Manager
256-428-6152
jcampas@sangoma.com

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

Agenda

- Brief overview of Sangoma
- Top reasons schools are choosing Switchvox
- Q & A
- Giveaway!

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Sangoma Company Overview

SANGOMA

Snapshot of Sangoma Today

Global Company

HQ
Toronto
TSX: STC
Founded: 1984

350
Staff

Customers
In over 200 countries

R&D and Tech
Canada, USA, Europe, Latin America, India

Healthy Financials

$130M
Revenues

$21.5M+
EBITDA

55%
Recurring Revenue

Recent Acquisitions

2018 Dialogic CCD Division

2018 digium

2019 VoIP INNOVATIONS

Focus
acquisitions on new Revenues, UCaaS, Global Channels

Rich and Diverse Customer Base

> 100,000
Customers globally

2 Million
Unified Communications Seats

LEADER
in Open Source Communications

Asterisk

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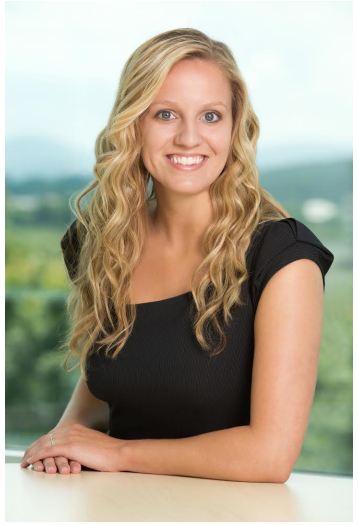
Who Are We?



- Jessica Campas: Channel and Product Marketing Manager at Sangoma.
- Account Executive within Inside Sales for 4 years.
- Completed over 20 demos for schools in the past year and featured in the majority of the training videos.
- Fun Fact: Official Jimmy Buffett Parrothead Member.

- Todd Milbrand: Distribution Sales Manager
- Been with Sangoma for 5 years
- Sold his first Switchvox system in 2006
- Fun Fact: Look up ”dad bod” in the dictionary and you will see a picture of Todd

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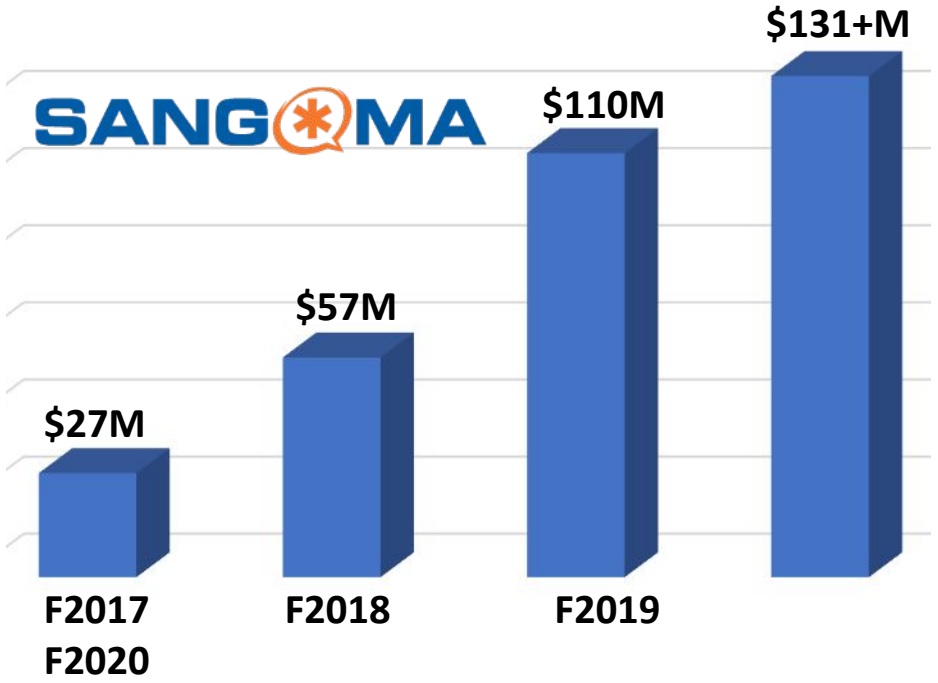
You Should Feel Comfortable Doing Business With Us

- Sangoma is a rapidly growing company, getting noticed…
  - In the Communications industry, as we win market share in both UC & UCaaS: Over 600% growth in 5 years, from <$20M to $131M
- Leading/Award-Winning product suite
  - Complete Solution Set - All by Sangoma, including cloud & premise
  - Easy to understand pricing, industry leading value to customers
  - Don't take our word for it: Huge installed base 2M+ seats
- Continued Large and Growing Investment in R&D and innovation
- Profitable, public company:

we will be here for you long term



Innovative, award winning cloud and UC products

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Marquee Customers Throughout the World

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Top Reasons Schools are Choosing Switchvox

SANGOMA

Education Is Our Biggest Industry

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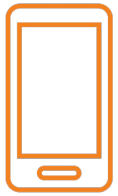
Top Reasons Schools Are Choosing Switchvox

1) Shrink budget with best value in UC.

2) Efficiency improvements for staff.

3) Security and safety inside and outside the classroom.

4) Modern features you didn’t know you needed.



5) Future proof

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Shrink Budgets With Best Value in UC

- All features included.
- System won't become outdated
- Growing schools need scalability

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Reduce - Reuse - Recycle

- SIP Trunks vs. PRI or analog lines?

- What's going to save you the most money?
- Existing analog paging equipment.

- Frederick Bird School cost savings example.

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Efficiency Improvements for the Faculty and Staff

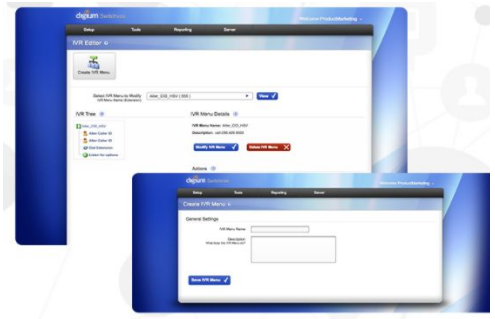
Switchboard

Mobile Softphone

Custom Greetings

Presence/Status

IVR - Interactive Voice Response



Personal Call Rules

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Mobility

- Front office staff - delivering visitors to classrooms.
- School Resource Officer - patroling the halls or campus.
- Principal/Admin Staff - observing classrooms district wide.
- Teachers - PE/recess outside and field trips.
- Personal phone numbers remain hidden.

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Security and Safety Inside and Outside the Classroom

- Reliable communications is #1 priority when it comes to safety.
- Switchvox is SIP standards based.

  - Think about cameras, bell/speaker systems, door ringers, etc.
- Quicklert: mass emergency alert options for both teachers and parents.
- D-Series phones: custom alerts and Bell Commander.

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Wisconsin Schools - Case Study Example

Challenge:

School districts across Wisconsin were struggling with outdated phone systems that didn't provide modern features and security.

State earmarked new funding for updating these systems to comply with security guidelines.

Solution:

Switchvox was the perfect, cost effective solution for the wisconsin schools.

With its standards-based architecture, schools could implement the needed security measures as well as enjoy more flexibility and modern features.

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Modern Features You Didn’t Know You Needed

Teachers	Admins	Office Staff
VM to Email	Recording & Reporting	Call Queues
Conferencing	API (Application Programing Interface)	Switchboard
Status		Pop Up Messages
Mobility		

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Frederick Bird Primary School - Case Study Example

Challenge:

Rebuilt in the 1980's and extended in 2014. To accommodate the extension the phone system needed to be extended.

The running cost of the legacy system were high and upgrading the phone system was not cost effective. They needed something easier to manage and deploy.

Solution:

After extensive research by members of the city council and IT at the school, Switchvox was selected for the cost savings, and it's rich functionality.

Staff enjoyed features they never had before, including: VM to email, click to dial, conferencing, being anonymous with the mobile app. IT could make changes within minutes using the web-based interface.

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Future Proof

- Can easily migrate to private or public cloud in the future
- Switchvox software is built to work on standards-based hardware
  - Non-Proprietary
- Non-Forklift upgrades!

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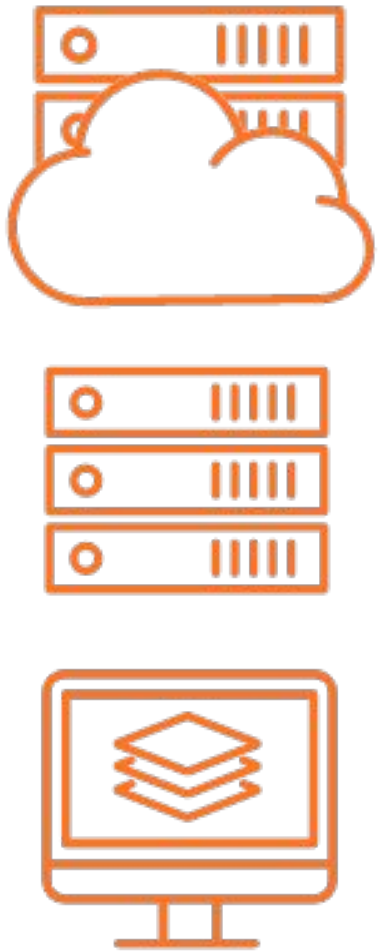
Multiple Deployment Options and Phones



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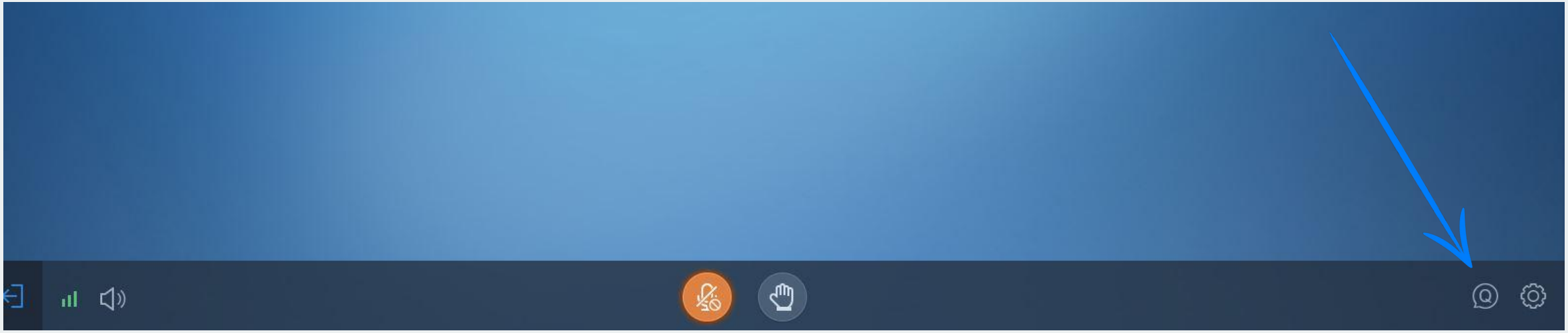
Q&A



We Are VoIP Supply

CONTACT INFORMATION

Tom Uhteg

VoIP Supply

Solutions Consultant

p: 716.531.4265

tuhteg@voipsupply.com

Todd Milbrand

Sangoma

Distribution Sales Manager

920-574-9568

tmilbrand@sangoma.com

Giveaway!

amazon

And the 3 lucky winners are...

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