



DESK PHONES



MOBILITY

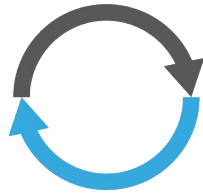


CONFERENCE

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

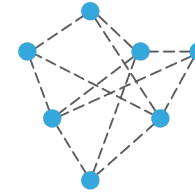


3-year warranty on Desk Phones, DECT Mobility & Conference Phones



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



D7xx SERIES

D717 Desk Telephone



- 6 SIP Accounts
- XML Browser
- 3 Programmable Line / Function Keys
- Local Directory with 1,000 Entries
- 2-Port GigE Ethernet Switch
- Solid State Hook Switch (Improved Reliability)
- Supports up to 3 D7 Sidecars

D735 Desk Telephone



- 12 SIP Accounts
- XML Browser
- 8 Programmable Line / Function Keys (4 Pages = 32 Total)
- Motion Sensor
- 2-Port GigE Ethernet Switch
- Solid State Hook Switch (Improved Reliability)
- Dedicated Headset Key (with EHS Support)

D785 Desk Telephone



- 12 SIP Accounts
- XML Browser
- Dual Display (Supports up to 24 BLF / Function Keys)
- Integrated Bluetooth®
- Dedicated Headset Key with EHS Support
- USB Port
- 2-Port GigE Ethernet Switch
- Solid State Hook Switch (Improved Reliability)

D7xx – Work From Home, Office, or Hybrid with WiFi

D7xx Series Desksets

Work from anywhere around the home, use a WiFi dongle to connect wirelessly so you aren't tied to your router



D717 Desk Telephone



D735 Desk Telephone



D785 Desk Telephone

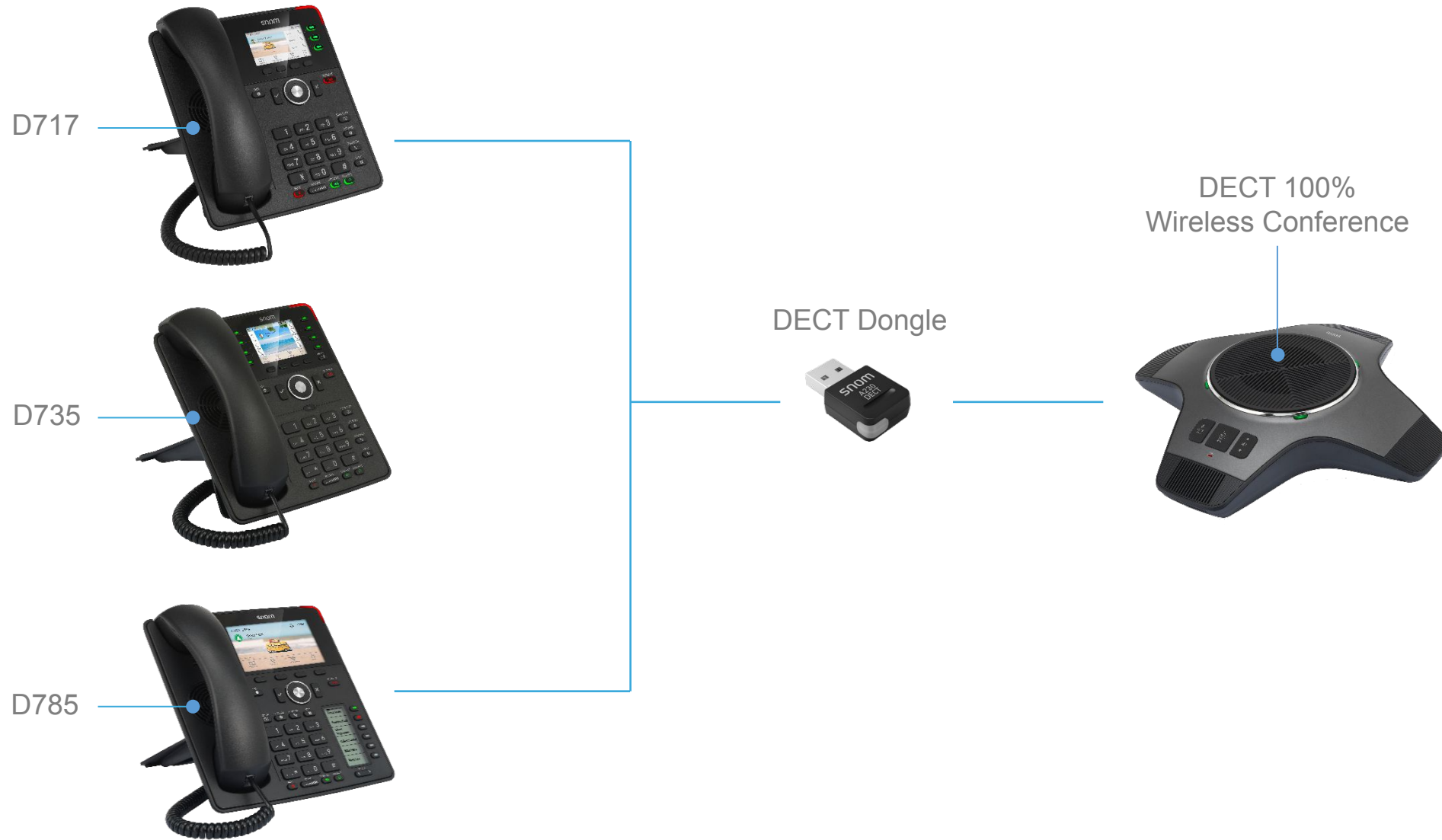
A210 Dongle

WiFi Dongle 



10W PSU
Power supply is required

Unique Features – DECT Wireless Speakerphone





CONFERRNCING SOLUTIONS



C620 SIP Wireless Conference



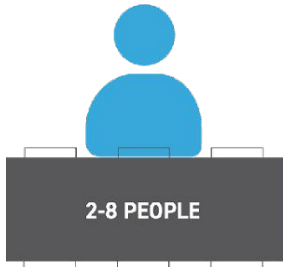
C520 SIP Conference



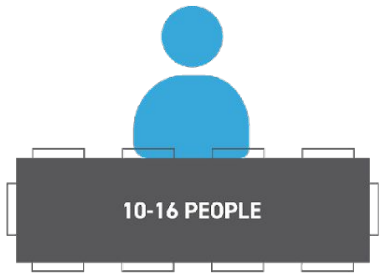
C52-SP Expansion Speakerphone

Conference Phone Scalability

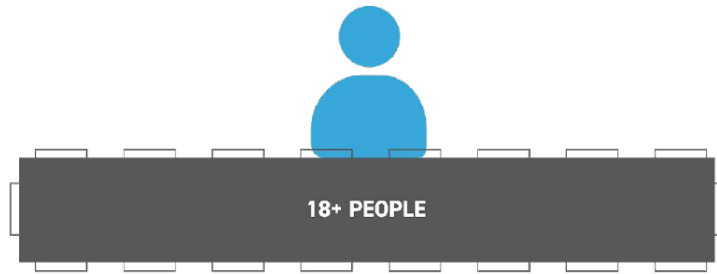
Huddle Room



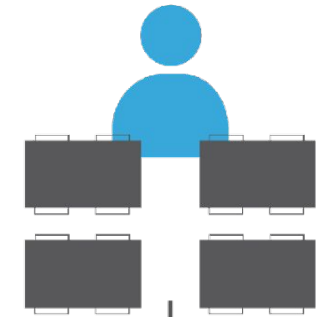
Conference Room



Large Conference Room



Training Room

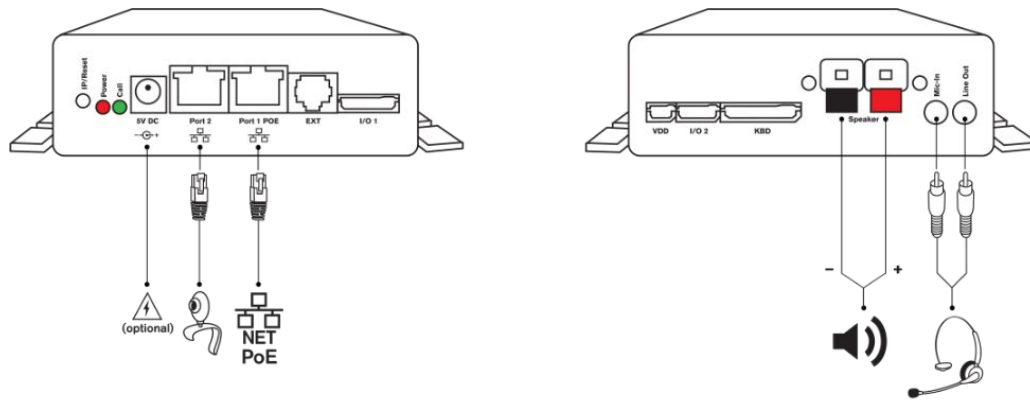




BROADCAST & PAGING



- 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 & Amplifiers on a SIP Call
- Server: Multi-Cast Relay to Listening PA1s & Snom Phones



Vertical Industry Deployments





SINGLE CELL & MULTI-CELL DECT SOLUTIONS



- Scalable up to 1,000 Base Stations
- Up to 30 Handsets Per Base Station & up to a Total of 4,000 Handsets per Installation
- Support for up to 30 SIP Lines & 10 NB/5 WB Calls per Base
- DECT & LAN Synchronization



M70 Office DECT Handset

Ruggedized (2m Drop Test)



M80 Ruggedized DECT Handset

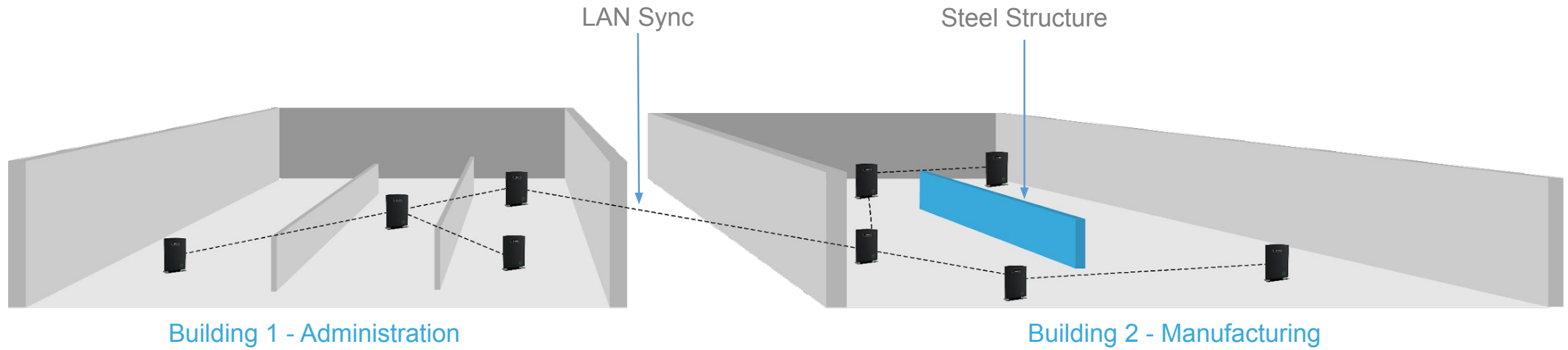
Ruggedized (IP 65)



M90 Antibacterial DECT Handset

Ruggedized (IP 65)

Understanding Multi-Cell



Support for LAN Sync to create multi-primary if you have a physical gap with no air sync, while retaining handset use in any building

Overcome environmental dead spots that DECT repeater can't address

Snom M100 Work From Home, Office or Hybrid

DECT Wireless Home Office Snom M100 KEY LINE EMULATION

With DECT technology you can place the base station next to a router but have the freedom of wireless handsets and desksets so you can work anywhere even without the need of a power outlet

- Easy Installation
- Up to 6 Concurrent Calls
- Multi-Line Appearance
- 7 Hour Talk Time on Battery for Desksets
- 9 Hour Talk Time for Handsets
- Cross Compatibility Between VTech VDP650 & Snom M100



M10 KLE



M10R KLE



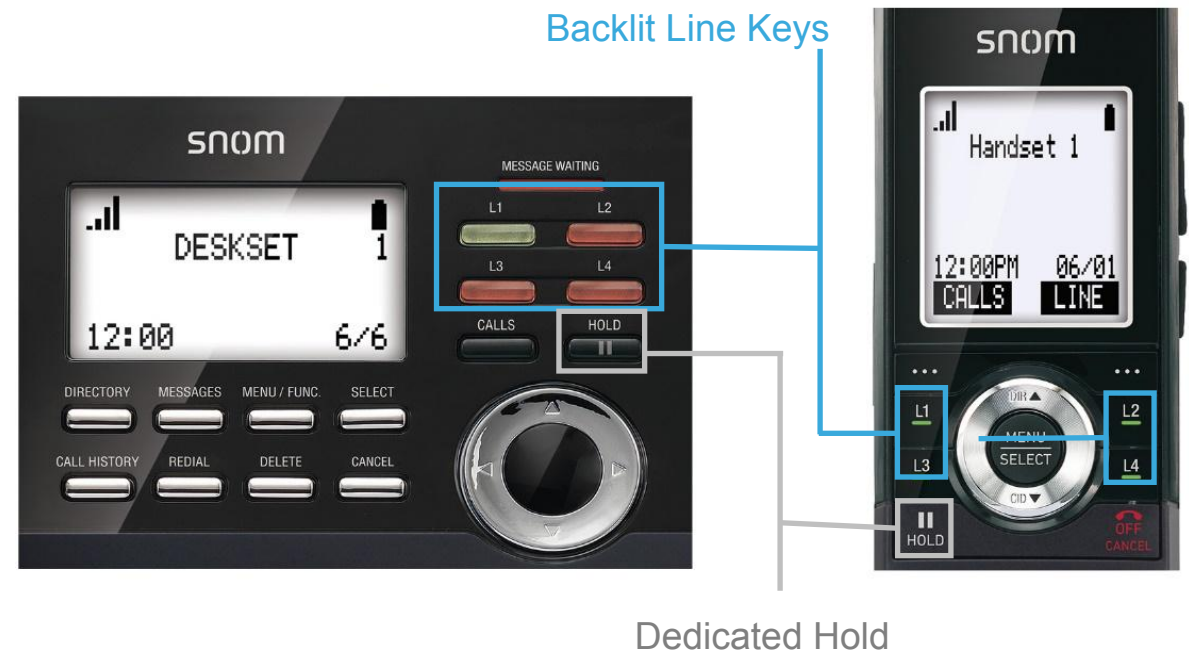
M18 KLE



M100 KLE

M100 Key Line Emulation Benefits

- Perfect for Retail, Restaurant & Small Office
- Manage Multiple Calls Without Training
- Blinking Lights Show Who is on Hold for Easy Call Pickup
- 'L1 – L4 for Either Key Line or Private Lines
- Support Internal Communications with Intercom & Paging
- Avoid Cable Upgrades for Office or Work Stations
- Intercom & Privacy Mode



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, 2022

Minimum of 5 phones and maximum of 200 phones

Valid on qualifying Snom, VTech or competitor phones

To learn more visit: info.snomrewards.com

To start the rebate process visit: snomrewards.com

Trade-In Rebate Program – SIP Desksets



D120 Desk Telephone
Rebate - \$3.00



D717 Desk Telephone
Rebate - \$10.00



D735 Desk Telephone
Rebate - \$15.00



D785 Desk Telephone
Rebate - \$20.00

Trade-In Rebate Program – Conference Phones



C520 SIP Conference
Rebate - \$35.00



C620 SIP Wireless Conference
Rebate - \$35.00

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 Office DECT Handset

Rebate - \$5.00



M80 Ruggedized DECT Handset

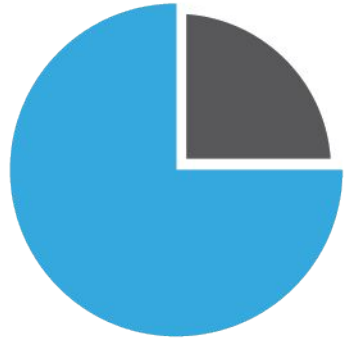
Rebate - \$5.00



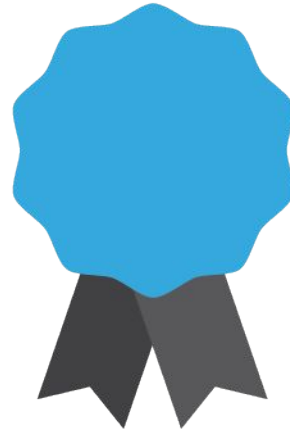
M90 Antibacterial DECT Handset

Rebate - \$7.00

Authorized Channel Partner Program Benefits



Minimum Advertised Price (MAP) Enforcement
Margin Protection



Achieve Mutual Business Objectives &
Enhance Value of Brands



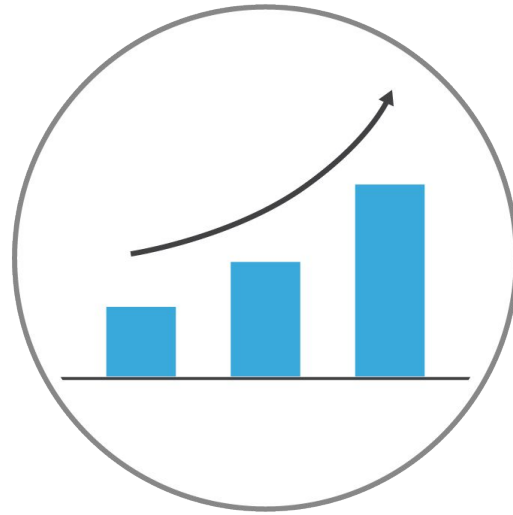
Not For Resale (NFR) Samples
Obtain Evaluation Units at 35% - 40% Discount

Partner Application, MAP Agreement, NFR Request Form
<https://www.snomamericas.com/partners/partner-portal/>

VTech & Snom Partnership Benefits



Drive New Business Opportunities



Drive Increased Top Line Revenue



Drive Increased Margin & Profit

Snom Americas Helpful Links



Live Support Phone#
(339) 227-6160 Option 2

Live Support Email
supportusa@snom.com

Authorized Distributors
<https://www.snomamericas.com/partners/authorized-distributors>

New Partner Registration
<https://partner.snomamericas.com/become-a-partner>

Service Hub
<https://service.snom.com/>

SRAPS
<https://sraps.snom.com/>

Website
<https://www.snomamericas.com/>

Snom Americas Team



Korey Kather
Regional Account Manager,
Cloud Service Providers
503-596-1330
kkather@vtechphones.com



Pam Marti
National Account Manager, VARS
Office: 503.596.1328
Email: pmarti@vtechphones.com



Sarah Boucher
Inside Sales Manager
Office: 339.227.6179
Email: sboucher@vtechphones.com



Antoine Karachekhlian
Channel Sales Manager, Canada
Office: 514-867-4318
Email: antoinekarachekhlian@vtech.ca



Simon Bradbrook
Sales Engineer, Cloud Service Providers
sbradbrook@vtechphones.com

Thank You!!

DESK PHONES

MOBILITY

CONFERENCE