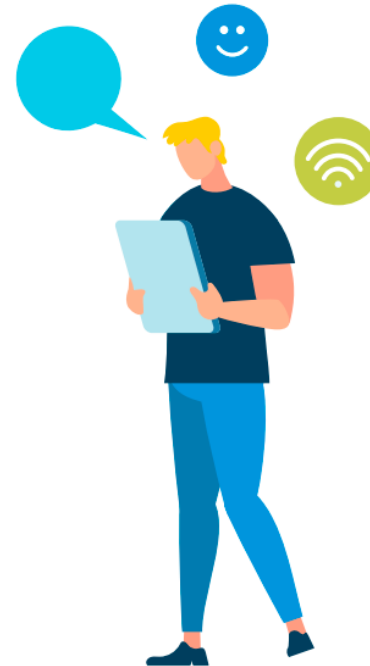




We Put Voice in Microsoft and Zoom

The Simplest Way to Voice Enable Collaboration



Product Description

- Voice Collaboration in Microsoft or Zoom
- Cloud Platform as a Service
- Carrier Services
- Complete User & Partner Toolset
- Per User Per Month

Features & Benefits

- Attractive Reseller Profit
- Low Cost of Entry
- Flexible Solutions
- Cloud Hosted & Managed
- Automated Activations

Customer Targets

- Expiring or Legacy PBX
- Work From Anywhere/Hybrid
- Has Adopted Microsoft or Zoom
- Quick Needs
- Partner is Trusted Advisor

Competitors & Share

- Build It Yourself
- Legacy/Premise PBX
- Cloud PBX
- Do Nothing
- Microsoft Calling Plans

Increase Total Customer Lifetime Value

+20

Offer Value Added Services and Support:

- Migration Planning
- Network Assessments
- E-911 Strategy
- Legacy Integration
- Upgrades
- PBX Decommissioning
- Recycle Old Assets
- MACD
- 24x7 Support
- Tenant Mgmt
- App Support
- Hardware Support

+16

Assess Business Need for Supporting Applications:

- Call Recording
- eFax
- SMS
- Business Insights
- Contact Center

Apps

+14

Provide Modality Planning Services:

- Analog Support
- Handsets/Headsets
- Side Cars
- Room Conference Equip
- 'Live' Meeting Events

Devices

+12

Drive more ROI by Adding Voice and Enabling Customers in Minutes:

- Begin MRR Relationship
- Assess Adjacent Needs

SIPPIO

+8

Assist or Select Customers with Collaboration:

- Add-on Phone License

Teams or Zoom

Extending Transactions into MRR

Establishing Trusted Advisor Status

Lifetime Value

always wins

Collaboration
Decision Made

Need in <30 Days

Hybrid Work Strategy

Large Global Footprint

Bake-Offs

High Staff Turnover

Strong Partner Relationship
with Customer



mostly wins

Against Do-It-Yourself DR

Concurrent Trunks &
Bursting

Requires Phones
or Headsets

Committed to
Replace Avaya, Mitel or
aging PBX

Needs Legacy Integration

Non-Profits

M&A, Divestitures



rarely wins

Collaboration Not
Deployed or Planned

Non-influenced RFPs

Weird Compares:
Teams vs. Mitel vs. Bell

Non-Cloud Strategy or Wants
Everything on Earth

Slack or Google Standardized

Long Committed Carrier
Contract ****



sippio sauce

Tools Rule

Tax Inclusive

E911 Included

Global Reach

Turnkey

No Expertise Needed

Trust by Design



ELEVATOR PITCH

SIPPIO is an end-to-end cloud solution to enable **Voice in Collaboration**
Provides Carrier and SBC Services running in Microsoft Azure
Offered Globally in a Per User Per Month Model
Includes Reporting, Alerts, Analytics and Support
10 Minutes to Activate, Complete Automation Tool for Activation, Users and Partners

DRIVE VALUE

Do you use Collaboration?

Did you know you can voice enable Microsoft or Zoom?

SIPPIO Drives Higher Collab ROI

INCREASE PRODUCTIVITY

Add Voice to Collab for a full Solution Suite

Automated Activation in 10 minutes with App

Easy to Deploy, Low Support

ENABLE AGILITY

Per User Per Month

Predictable Monthly Recurring Expense

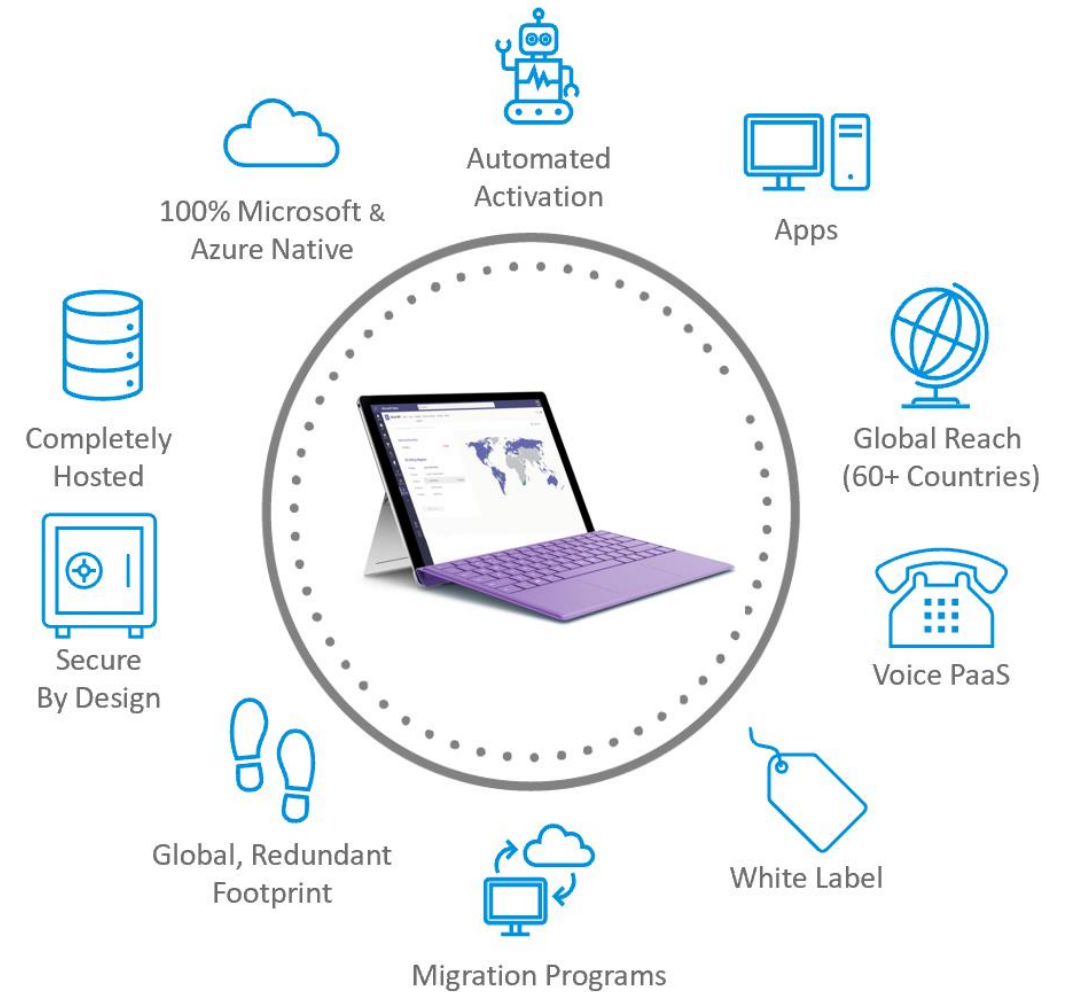
Inclusive or Consumption Plans



OPENING STATEMENT:

I'm excited to tell you about a new solution we have added to enable Voice in Collaboration for Microsoft or Zoom

- Activate in 10 **Minutes**
- Subscription **Model**
- **Turnkey** with Zero Touch
- 24x7 Voice **Experts**
- **100% Native** Cloud
- Analog Device & Legacy PBX **Upgrade Paths**
- **Inclusive or Consumption** Plans From \$4.50



[Global Carrier Services](#) | [Partner Portal](#) | [Azure Built](#) | [Apps & DaaS](#) | [Fully Hosted](#)