

**Overview**

SIPPIO offers the only Azure-native, ready-for-consumption, globally available cloud solution that enables calling capabilities in Microsoft Teams. Delivered 'as-a-service' for customers through channel partners, integrators and managed service providers, SIPPIO's per user, per month pricing model provides flexibility to scale with a choice of unlimited or consumption-based subscriptions.

For partners, SIPPIO calling services amplifies the opportunity to grow revenue by increasing the value of Microsoft 365. Offer your customers the ability to migrate from legacy telephony, hybrid integration, Skype for Business (SfB) upgrades and the ability to convert free trials into paying accounts. SIPPIO is 100% committed to driving adoption of Microsoft solutions.

**your voice  
practice**

Unlock new sources of revenue from existing and new customers. Complement collaboration with voice solutions to maximize Microsoft Teams value and adoption. SIPPIO is led by telco, cloud and UC experts who enable partners to win with voice.

**Are You Asking the Right Questions?**

**Q** – How are you enabling your customers to maximize their return on investment from their Microsoft Teams investment?

**A** - Enabling SIPPIO voice capabilities drives higher Microsoft Teams adoption and active daily usage.

**Q** - Are you leveraging the full capacity of Microsoft Teams for your clients?

**A** - Voice-enabling Microsoft Teams with SIPPIO allows clients to replace disparate solutions with a standardized collaboration platform.

**Q** – Can your customers quickly react to changes in their working environment?

**A** – Offer voice capabilities to empower your customers to work from anywhere, be agile and future-ready.

Increase Revenue Opportunity	Increase Cost Optimization	Increase Speed to Market
<ul style="list-style-type: none"> <li>Respond to Market-Demand for Voice in Microsoft Teams</li> <li>Leveraging SIPPIO helps to shorten Sales Cycles</li> <li>Simple Pricing &amp; Bundles</li> <li>Increase Monthly Recurring Revenues and Margins</li> <li>White Label Billing Options</li> <li>Increase service, support and workshops (Calling and Meetings)</li> <li>Sell through Devices, Apps, Call Recording, Contact Center</li> <li>Automated Monthly Renewals and increased customer retention</li> </ul>	<ul style="list-style-type: none"> <li>Automated Activations Reduces Partner Costs for Implementation</li> <li>GUI Panel Eases Ongoing Management, Monitoring and Client Support</li> <li>Leverage SIPPIO Voice Experts</li> <li>Partner Enablement to Launch Marketing Efforts, Demand-Generation and On-boarding</li> <li>Training Videos for Partners and Customers</li> <li>Flexible Terms to opt in/out or up/down monthly</li> </ul>	<ul style="list-style-type: none"> <li>“Ready-for-Sale” - No Build, No Code, No Maintenance</li> <li>SIPPIO enabled monthly Campaigns and Content</li> <li>Trial Activations are simple</li> <li>Convert Microsoft Teams Trials to Paid</li> <li>Enable, manage and accelerate migration to voice in Microsoft Teams.</li> <li>Leverage flexible deployment options (SIPPIO Bundles, Carrier Connect, PBX Connect)</li> </ul>

**Sell SIPPIO to Drive New Revenue Streams**

When selling SIPPIO, Partners can easily increase and create incremental revenue streams by offering additive services:

- SIPPIO** Subscription Plans, Bring Your Own Carrier Legacy PBX Integration, Analog Support;
- Microsoft** EA or CSP; E3 to E5; Skype for Business Upgrades; Trials to Paid
- Devices** Handsets and Headsets; Analog Gateways, SBCs; Room Conferencing; SD-Wan
- Services** Consulting Services, Migration, Implementation & ; Network Assessments
- Support** Tenant Management; Managed Services; MACD; Advanced Support
- Apps** Call Recording; Meeting Insights; Contact Center; e-Fax