

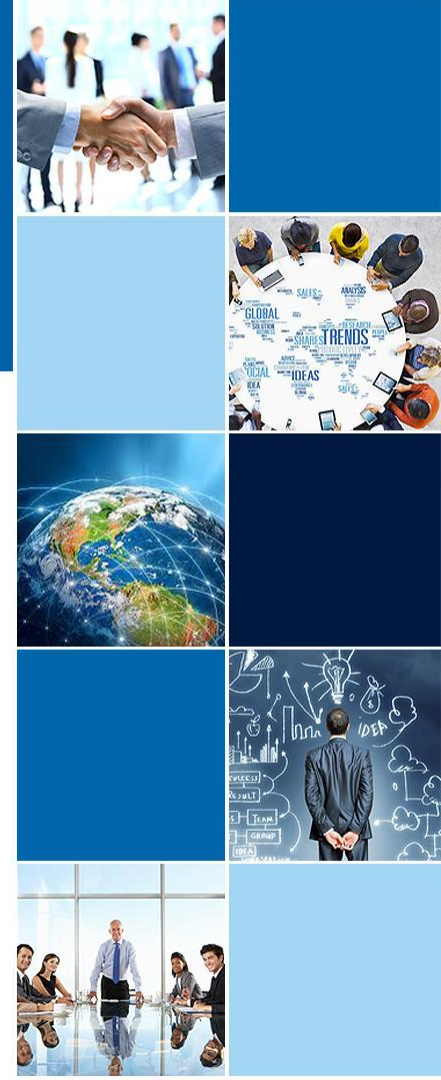


Secure the Enterprise – Save Money

Patton eSBC

We couldn't simulate the others... so we made it better!

Joe Shanahan & Brett Patton





Since 2002 VoIP Supply has delivered unparalleled service and expertise to over 125,000 customers worldwide.

Hardware

featuring over 60 manufacturers that offer over 16,000 products

CloudSpan MarketPlace

a single place to shop various VoIP service providers - finding the perfect match for your client's diverse business needs

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

Hardware and Software

VoIP Service

Fulfillment

Refresh

Reclaim

Marketing Materials

Promotions

Upcoming Events

My Account

Welcome To The VoIP Supply Partner Program Portal



Thank you for joining the VoIP Supply Partner Program! Through our portal, you will gain access to educational resources, marketing materials and much more!

We are here not only to supply you with all things VoIP, but we are here to help you grow your business. If you are new to the portal and have questions or can't find what you're looking for, please use the form at the bottom of the page and we will get back to you within 24 hours, for immediate assistance please contact your VoIP Supply representative.

- ❖ We've always said, "everything you need for VoIP". Now we can cash that check.
- ❖ Everything you need to sell VoIP!
- ❖ Empowering our Resellers to bring their solutions to market



Hardware & Software

Learn about our top brands and register to their reseller program, including Sangoma, Grandstream, Polycom, Digium, and Yealink.



VoIP Service

Learn about our VoIP service providers and leverage our relationships in the marketplace for services such as Hosted PBX, SIP Trunking and Hosted Fax.



Fulfillment

Learn about VoIP Fulfillment by VoIP Supply, a place we provide provisioning and fulfillment to VoIP Service Providers.



Refresh

Refresh is a low-cost alternative to new VoIP equipment and a place to refresh your inventory! All products will go through a 10-step reconditioning process.



Reclaim

Sell off your excess VoIP equipment and receive fair market value with VoIP Supply's Reclaim program.



Marketing Materials

Utilize our free marketing materials to lock in more deals! Download and share our buyers guides, infographics, and product comparison charts.



Promotions

Need a good deal? Take advantage of our latest partner promotions to save more!



Upcoming Events

Don't miss out on the upcoming events! New products webinars, technical training, roadshows, conferences, and more!



Partner Assistance

Utilize VoIP Supply's dedicated marketing team as your extension to keep your customers engaged at all times.



Simplest way to sell cloud services & make \$

1. sign VoIP Supply's CloudSpan Reseller Agreement
2. introductions & training w/CloudSpan vendors
3. leverage resources for marketing & quoting
4. cash your commission checks!

no quotas/commit levels

sell hardware + services

best in class commissions
and spiffs/incentives

programs for single person
thru SMB to enterprise

commissions grow as your business grows, higher than if
you go direct



Recommended Next Steps

Become a VoIP Supply Partner

Call or Email Joe Shanahan at 866-583-0920 or
jshanahan@voipsupply.com

- Complete partner program agreements & paperwork
- Create an Onboarding Game Plan with your Account Representative (Training & Equipping your Team)
- Marketing & Sales Collateral - <https://www.voipsupply.com/partner-portal-home-page/>
- Opportunity Support – Consulting & Solution Design, Proposal / Pricing

Q&As

Joe Shanahan
Senior VoIP Consultant
866-583-0920
jshanahan@voipsupply.com



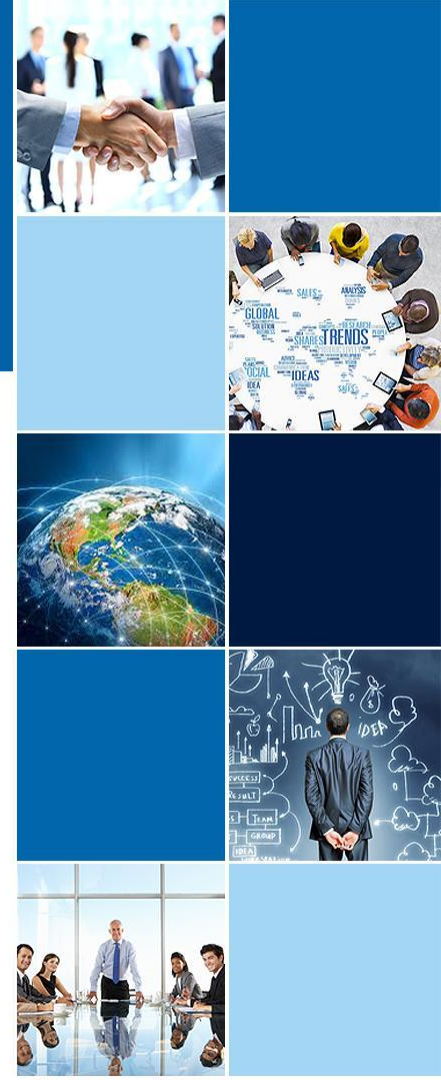


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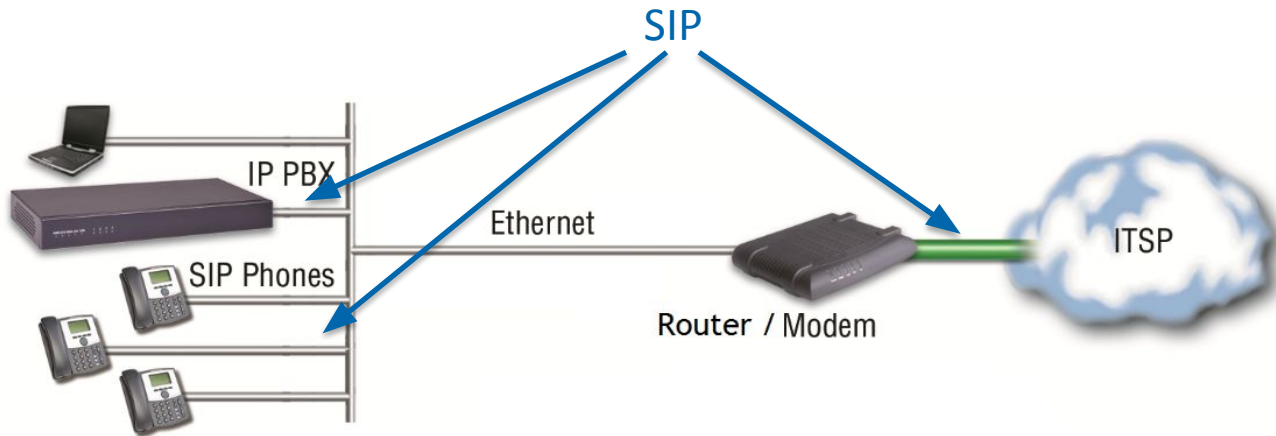
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All-IP Architecture – SIP Trunk

Technically, there is no need for an eSBC!



Have you thought about...

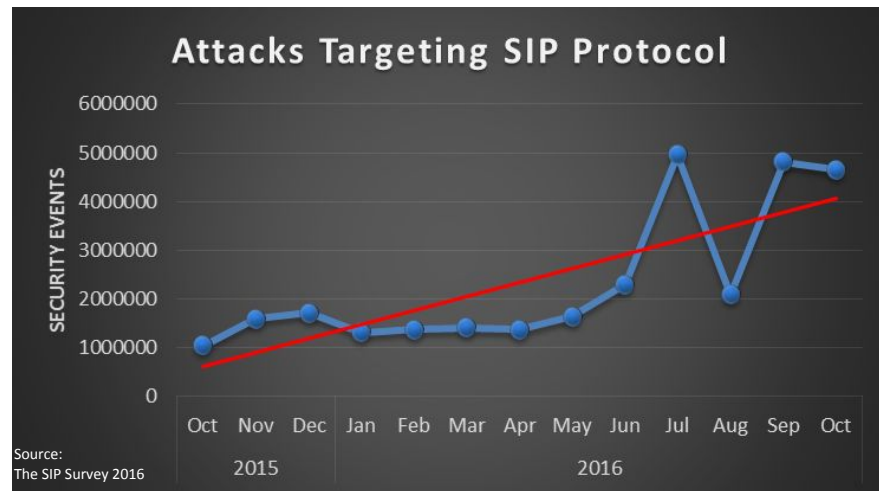
Security?

Survivability?

Service Quality?

Security

- ▶ SIP is the most used VoIP protocol
- ▶ Thus most interesting to be attacked
- ▶ Toll Fraud
- ▶ Denial of Service



Still convinced you have enough security?

▶ **YES – I have a Firewall!**



▶ Firewalls...

- are optimized for Data traffic
- Don't have enough performance for small voice packets
- Don't support and recognize SIP and RTP traffic

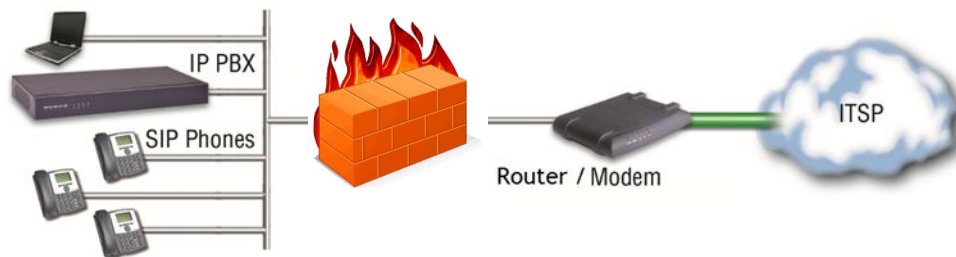
and...

Hackers commit toll fraud by hijacking a phone service and placing unauthorized long-distance calls.

In severe cases, they charge thousands of dollars within a few hours.

On average, the amount of toll-fraud damages is twice as damages caused by credit card fraud!

- ▶ **Your Firewall won't protect you from that**



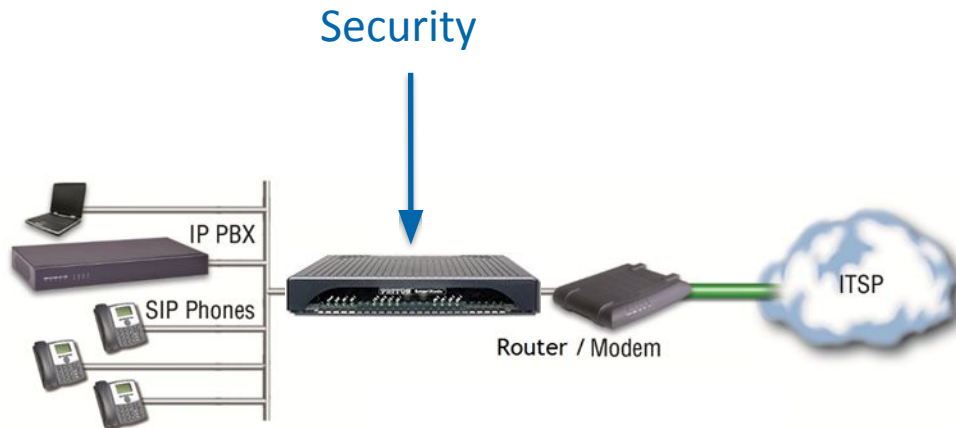
But and eSBC can!

► Toll fraud

- Back-to-back user agent
- Advanced call routing security

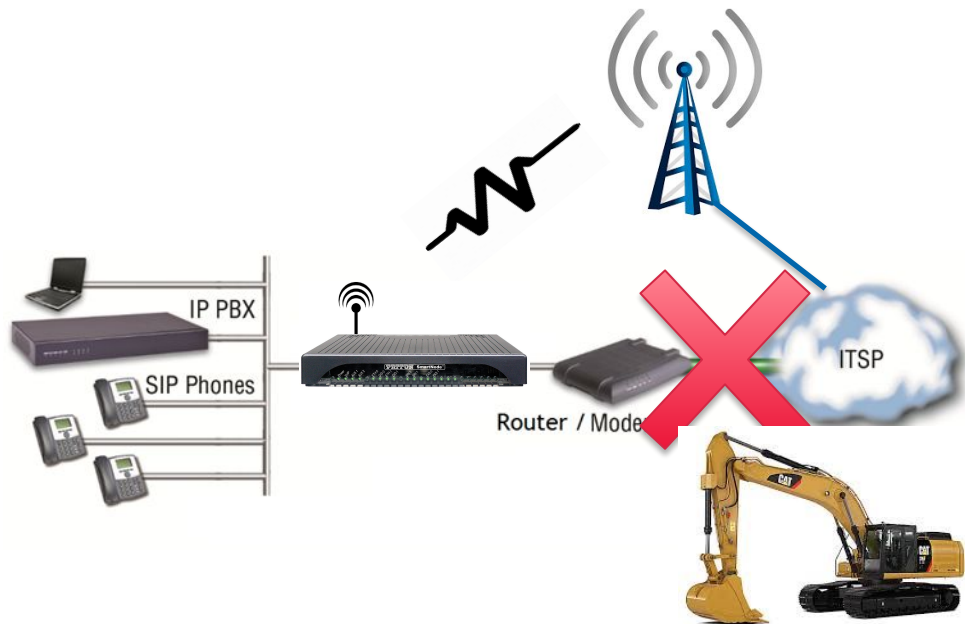
► Denial of Service

- Trusted peer - whitelist
- SIP packet flooding prevention



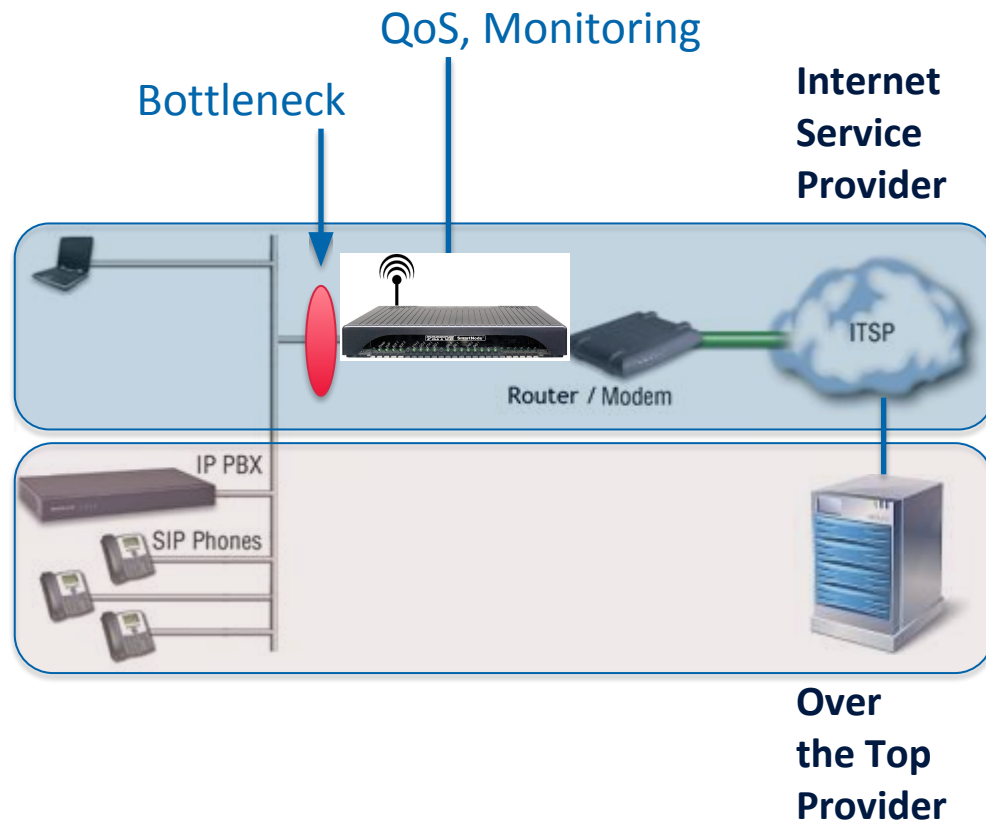
Survivability

- ▶ Internet link down – no Phone calls anymore
- ▶ Not reachable from outside
- ▶ Losing business & money
- ▶ Fallback with eSBC
 - 2nd access link trough
 - Cellular 4G LTE



Quality of Service

- ▶ Ensure quality of VoIP service
 - SIP Trunk
 - SIP Hosted
- ▶ QoS for Voice priority
- ▶ Proactive Traffic Monitoring



Do you need an eSBC?

NO!

- ▶ You can still do phone calls without an eSBC
- ▶ SIP Phones also provide security features
- ▶ Fiber access link has a huge bandwidth for Data and voice - no QoS needed
- ▶ **BUT...**
- ▶ SIP Phones do not protect against Toll fraud as this happens in the network
- ▶ Even with a lot of bandwidth - access link can be saturated with large data file transfers
- ▶ A second link prevents downtimes

Should you go for an eSBC?

Yes, you better do so!

Starting from less than 500\$

eSBC	<u>SN5200</u>	<u>SN5300</u>	<u>SN5480*</u>	<u>SN5490*</u>	<u>SN5500*</u>	<u>SN5530*</u>	<u>SN5540*</u>	<u>SN5550*</u>	<u>SN5570*</u>
Product Photo									
Embedded Software	SmartWare™	Trinity™	SmartWare™ or Trinity™	SmartWare™ or Trinity™	Trinity™	Trinity™	Trinity™	Trinity™	Trinity™
Telephony Interfaces	N/A	N/A	N/A	N/A	N/A	2 or 4 BRI	2,4 or 8 FXS	BRI with FXS	1 or 2 PRI
SIP Sessions	Up to 32	4 to 60	Up to 80	Up to 80	4 to 200	4 to 200	4 to 200	4 to 200	4 to 200
Transcoded Calls	N/A	N/A	Up to 64	Up to 64	Up to 16	Up to 8	Up to 4	Up to 4	Up to 15
IP router IP Routing, QoS, VPN, etc.	✓	✓	✓	✓	✓	✓	✓	✓	✓
Number of Ethernet Ports	5 10/100	4 10/100	2 10/100/1000	2 10/100/1000	2 10/100/1000	2 10/100/1000	2 10/100/1000	2 10/100/1000	2 10/100/1000
Transcoding			✓	✓	✓	✓	✓	✓	✓
WAN Access	(Optional) X.21	G.SHDSL.bis (ATM or EFM)		Fiber G.SHDSL EFM X.21	G.SHDSL EFM&ATM, ADSL- VDSL	VDSL/ADSL G.SHDSL.bis	VDSL/ADSL G.SHDSL.bis		VDSL/ADSL G.SHDSL.bis

The smart choice for SME

- ▶ Cost effective (compared to the market players like Oracle/Acme and Cisco)
- ▶ Reliability
- ▶ Interoperability with every major Softswitch and IP PBX
- ▶ In more than 1000+ scenarios tested and passed
- ▶ In-house production (Headquarter USA)
- ▶ Swiss Engineered
- ▶ RMA rate less than 0.5%



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Patton Initiative Passion
Networking Creativity Global
Innovation VoIP Relationships USA
Service Fun Security Engineered
Local Customer Transport
Family Dynamic