

# snom

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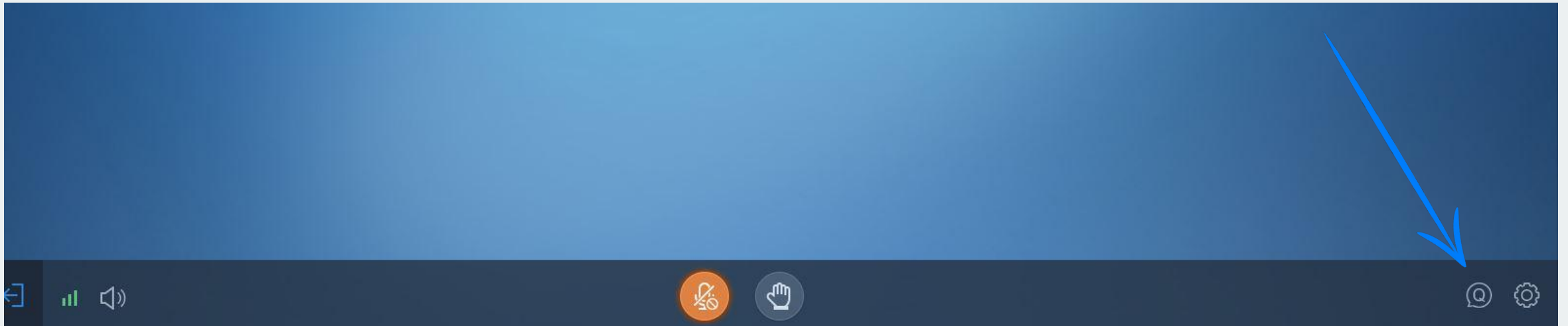
Higher Margins | Longer Warranty | North American-Based Support



*The Easy Decision*

**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

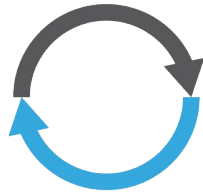
## Refresh & Reclaim

offering certified reconditioned devices at a fraction of the cost plus offering an outlet for selling off used and excess VoIP equipment

# The 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

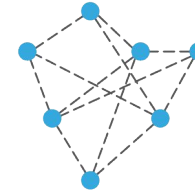


**3 year warranty on Desk Phones, DECT Mobility & Conference Phones**



**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



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

Dongle



**Snom 10W PSU**

apn: 26-350200-3UL

\*Power supply is required



### KEY LINE

#### VTech VDP650/Snom M100 KEY LINE EMULATION



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

- DECT wireless home office, 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 and Snom M100, use any handset & deskset combination

### HEADSETS

Snom A100M

Snom A100D

VTech VH6212



- Noise-canceling microphone
- Connection options for RJ9, 3.5mm, 2.5mm and USB\*
- Quick release cord system

\*ACUSB needed for USB connectivity  
ACPJ for 3.5mm connectivity  
ACPJ25 for 2.5mm connectivity

- DECT connection for long range, secure HD audio
- Dongle plugs into Snom D7xx phone or into your PC for softphones
- Multiple wearing styles
- Noise-canceling microphone

\*Also available separately as VH621 and Snom A230

## The Easy Decision

Higher Margins

| Longer Warranty

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# M100 Key-Line DECT Solution

3  
YEAR  
WARRANTY

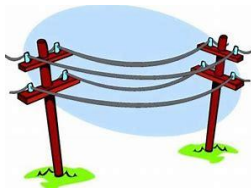
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*"The Easy Decision"* for Restaurants and Retail Businesses

# Snom M100 Key-Line DECT Solution

## What's Out There Today



**“POTS”\$\$\$\$\$\$\$**



## M100 Key-Line Solution



*The Easy Decision*





According to NAICS



## 2.3 Million Companies in Retail

- Discount & Department Stores
- Home & Specialty Stores
- Main Street Merchants
- Grocers
- Wholesalers
- Chain Restaurants



## Retail is the Nation’s Largest Private Sector Employer

- Contributing \$2.6 Trillion to Annual GDP
- Supports 1 in 4 US jobs
- 42 Million Working Americans

DESCRIPTION	# of COMPANIES	# of ESTABLISHMENTS	EMPLOYMENT
TOTAL RETAIL TRADE	652,418	1,070,209	15,704,167
Motor Vehicle Parts & Dealers	81,371	118,157	1,908,309
Furniture & Home Furnishings Stores	33,120	50,336	445,240
Electronics & Appliance Stores	24,991	46,731	407,409
Building Material & Garden Equipment & Supplies Dealers	50,165	76,565	1,280,305
Food & Beverage Stores	117,122	152,504	3,129,735
Health & Personal Care Stores	43,604	92,762	1,041,147
Gasoline Stations	65,603	111,604	921,654
Clothing & Clothing Accessories Stores	57,663	146,694	1,711,022
Sporting Goods, Hobby, Musical Instruments & Book Stores	30,982	46,195	579,082
General Merchandise Stores	8,138	53,022	2,902,345
Miscellaneous Store Retailers	82,508	108,510	757,820
Nonstore Retailers	60,410	67,129	620,099



# M100 Key-Line/Wireless DECT Solution

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## What Our Partners are Saying

*"The M100 Key-Line is a unique DECT mobility solution"*

*"The M100 fulfills a great need for small business"*

*"The M100 is super easy to deploy with our platform"*

*"The M100 is incredibly easy to setup and utilize"*

*"I'm very comfortable recommending the M100 to our channels for their customers"*

# M100 Key-Line DECT Solution

**3**  
YEAR  
WARRANTY



M100 KLE

- Up to 10 Cordless Desksets & Handsets
- Up to 8 SIP Lines/Accounts
- **Key Line & Private Lines**
- **Up to 6 Concurrent Calls**
- Intercom, Privacy Mode
- Reboot via XML Push



M10 KLE

- **4 Programmable LED Backlit Line Keys**
- **6 Call Handling Between Active & Held**
- Intercom & Paging
- 7 Days Standby & 9 Hours Talk Time



M10R KLE

- **Ruggedized Handset with Locking Battery Door**
- **4 Programmable LED Backlit Line Keys**
- 6 Call Handling Between Active & Held
- Intercom & Paging
- 7 Days Standby and 9 Hours Talk Time



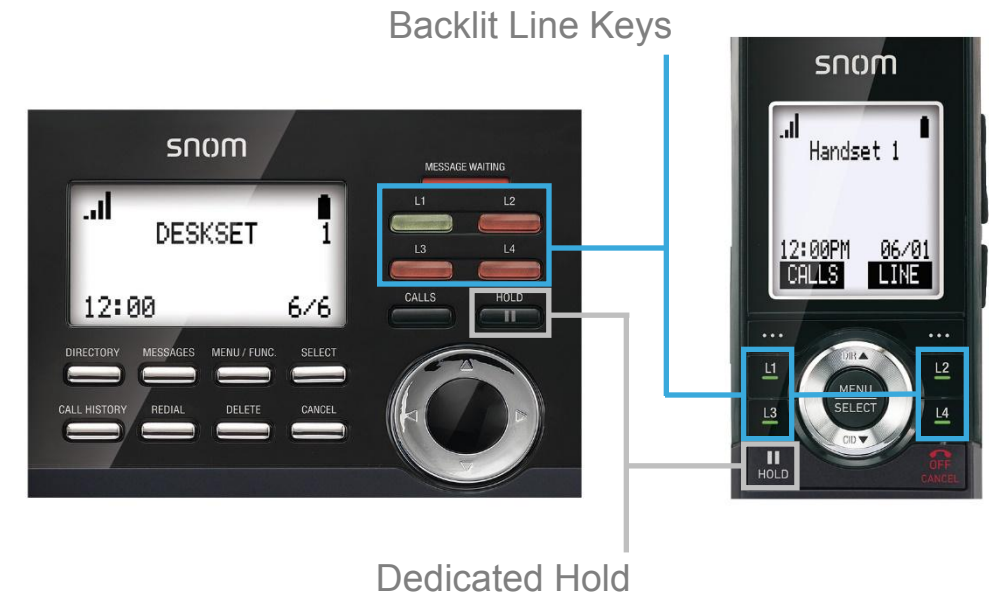
M18 KLE

- **4 Programmable LED Backlit Line Keys**
- 6 Call Handling Between Active & Held
- 32 Speed Dial Keys
- Intercom & Paging
- 7 Hours Talk Time when Using Battery
- Avoid Cable Upgrades for Office or Work Stations

# M100 Key-Line Wireless Device Benefits



- Perfect for Retail, Restaurant and Small Office
- Avoid Cable Upgrades for Office or Work Stations
- **4 Backlit LED Line Keys**
  - Allow Users to Manage Multiple Calls = No Training
  - Blinking Lights Show Who is on Hold for Easy Call Pickup
  - “Pick Up Line 2”
  - L1 – L4 for Either Key Line or Private Lines
- **Dedicated Hold Key**
- Intercom / Paging with Privacy Mode









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- *DECT Wireless Conference Phone*
- *2 DECT Wireless Mics*
- *UP to 24 Hours Talk Time*
- *PoE Support*
- *Charge via Docking Station*
- *Support up to 2 C52 External Speakerphones*





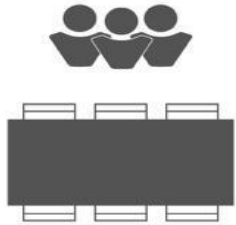
# Snom Conference Phone Scalability



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## Huddle Room

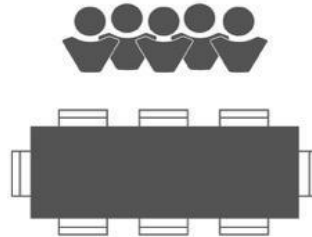
2 - 8



C620

## Conference Room

10 - 16



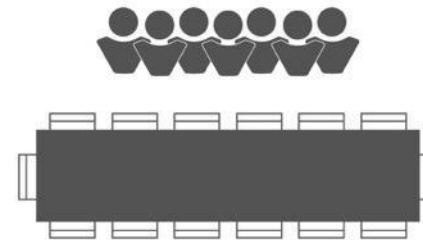
C620



C52

## Large Conference Room

18+

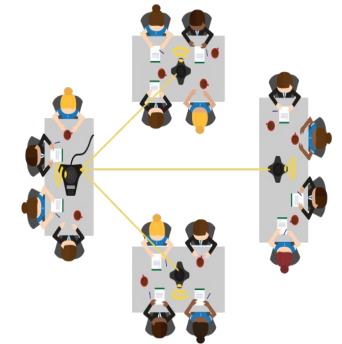


C620



C52

## Training Room



C620



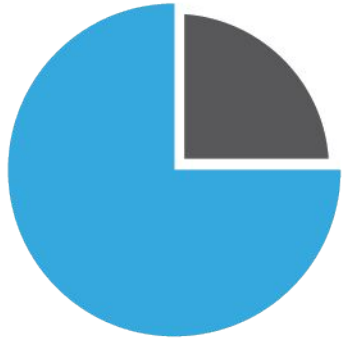
C52

# The VTech & Snom Advantage

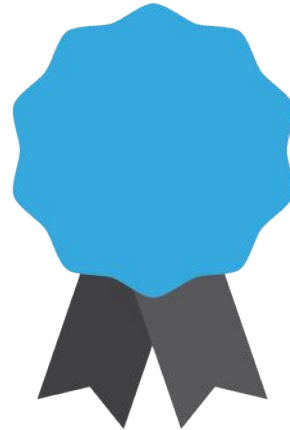


# VTech & Snom Advantage

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**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

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**Sarah Boucher** | Inside Sales Manager  
[sboucher@vtechphones.com](mailto:sboucher@vtechphones.com)

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



# snom

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*The Winners Are.....*

# snom

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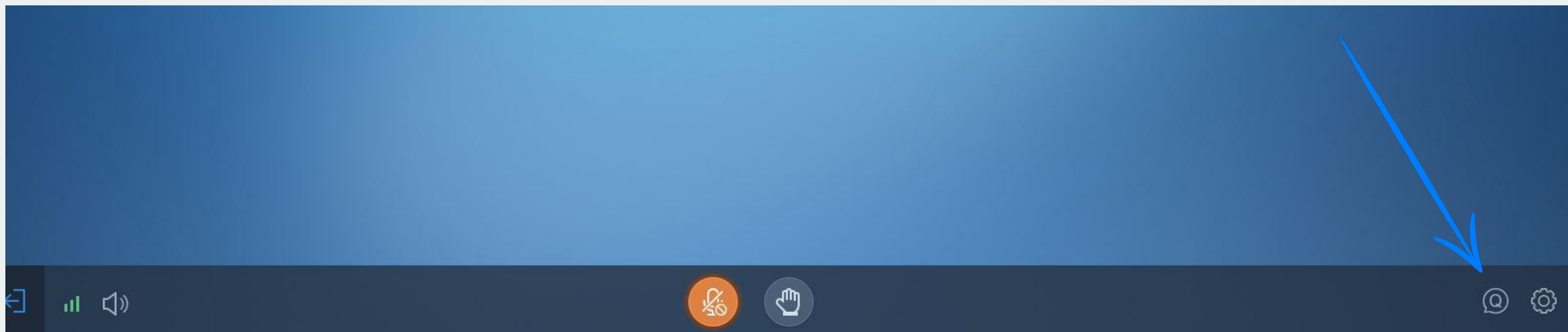


Higher Margins | Longer Warranty | North American-Based Support - **The Easy Decision**



Thank You 

# Q&A



# CONTACT INFORMATION



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