



Let's Build a Strong Partnership

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Presented by:  
**Don Stefanie**

# Leverage Our Partners and Resources for Success

## Agenda

Quick Introduction to VoIP Supply

Manufacture Program Details

VoIP Fulfillment & Provisioning Services

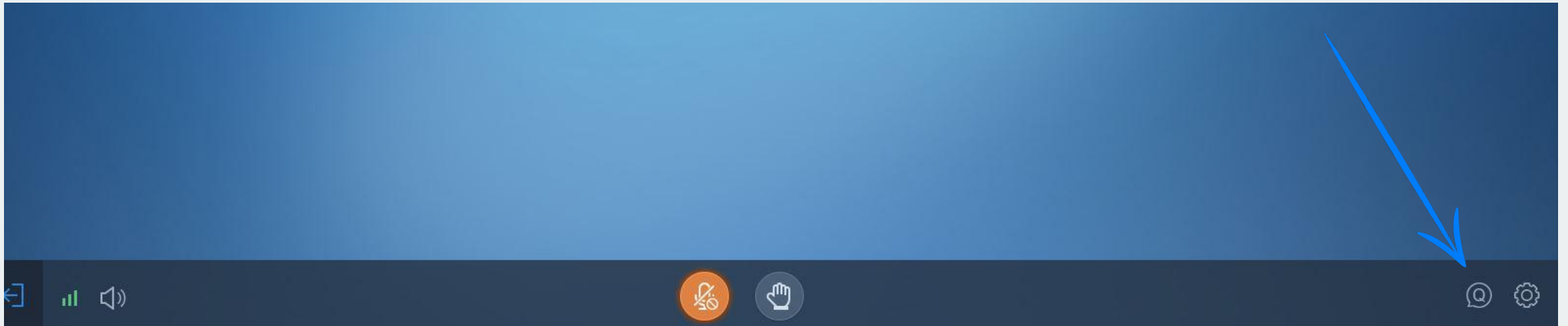
Rental Program

**\*SNEAK PEEK NEW AFFILIATE PROGRAM**

We Are Here to Support You!

**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!**

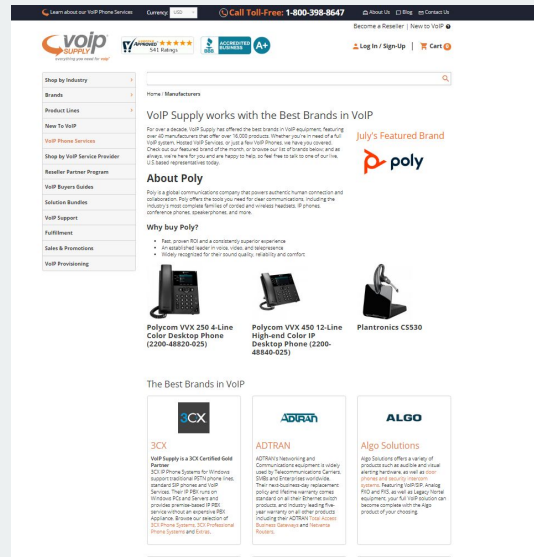


Let Us Fulfill Your Needs



# Who is VoIP Supply

Since 2002 VoIP Supply has delivered unparalleled service and expertise to over 125,000 customers worldwide. The team behind VoIP Fulfillment by VoIP Supply has been providing provisioning and fulfillment to VoIP Service Providers since the industry's beginning.



## Product Catalog

Over 5,000 products from over 60 of the industry's leading manufacturers



## We are More than just a Website!

Best Places to Work in Western New York  
500/5000 Company

Buffalo Niagara Business Ethics Award Nominee



## VoIP Experts

Our experts have over **ten** years of experience

We Are VoIP Supply

# Manufacturer Programs to Consider





**Best Pricing for Aggressive Margins**

**First to Know About Product Updates**

**Special Promotions and SPIFFS**

**Co-Branded Marketing Materials**

**Customer Support**



We Are VoIP Supply

## Become an Agent Today



*Are you struggling to be competitive in the marketplace?*

VoIP Supply has partnered up with some of the top service providers to offer you a program you won't be able to find anywhere else!

Here are just a few key features:

- Earn High Residuals
- Equipment Discounts
- Expert Extended Sales Team - Combined experience of 50+ years

*By partnering with us, you will be able to grow your business and strengthen your position in the marketplace.*

**broadvoice**<sup>®</sup>

**nextiva**  
SIMPLIFYING BUSINESS COMMUNICATION

 **PanTerra**

SIMPLE VOICE INFRASTRUCTURE  
**SYSTEM**

**SANG** **MA**

  
**digium**<sup>®</sup>  
A SANGOMA COMPANY

# Fulfillment & Provisioning



By taking advantage of VoIP Supply's **custom portal** and **API**, you have real-time access to your projects fulfillment progress and delivery. With the ability to manage your business from any web-enabled device you will always ensure your project is on track, and expectations are being exceeded.



Utilizing VoIP Supply's Provisioning and Professional services allows you to take complete control in providing the perfect solution to your customer without the **time constraints**, and **financial burden** of completing these tasks in house.



# VoIP Fulfillment Experience and Capabilities



## Business Automation:

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- Secure user portal to order and manage your business from start to finish.
- Manage your business with real-time automation of local receiving, outbound shipping, product provisioning and customer RMA's.
- Real-time visibility into privately stocked inventory, as well as real-time connections to all of your order information 24/7/365.
- Integrated support to assist your business in managing, and tracking RMA's or support issues.

## Turnkey Solutions:

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- **Private inventory storage and palletizing.**
- Equipment provisioning.
- Re-packaging with custom inserts.
- Customer service maintenance.
- RMA product returns.

## Ordering and Integration

### Features:

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- Project and order entry via XML API or manual entry.
- Order shipping tracking through your Custom User Portal, or by syncing with our shipping API.
- Additional API access for Customer Service requests, and RMA's.
- Automated inventory updates on private stock (Hardware, Collateral, etc.).
- Email reporting on orders, customers service, RMA's and shipments.

*Detailed reporting available on demand in your user portal for previous orders, service requests, and shipments.*



# Provisioning and Professional Services



## Features:

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- Product provisioning, and testing for:
  - Phones, PBX's, Routers, Gateways, Analog Telephone Adaptors (ATA's), and Integrated Access Devices (IAD's)
- Product assembly
- Customer labeling, and branding
- Inserting marketing collateral into hardware boxes, or shipping package
- Re-packaging, re-casing, and re-palletizing as needed by your customer
- Multiple staging options for custom deployment options

## VoIP Supply's Ability to Scale & Accommodate



- VoIP Supply has the ability to “fulfill” 5,000 phones per shift a day.
- The two-month review took into consideration average run rates, spike orders during the period, plus the average growth rate of the program.
- VoIP Supply will continue to monitor the growth of the program and **add additional locations** as necessary to maintain the **same-day turnaround** and **high-quality output** of the service.

## Rental Program

We can confidently say that we have the best hardware rental program in the industry. Our Device as a Service (DaaS) rental program gives your customers the widest variety of VoIP Products for a low monthly payment!



### Benefits:

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- Fast & easy to apply - One-page application
- Approved within days
- Wide variety of VoIP products (phones, conference phones, PBX, and more)

If you are interested in joining the VoIP Supply DaaS Rental Program please email Don Stefanie [dons@voipsupply.com](mailto:dons@voipsupply.com) and request the form!

<https://www.voipsupply.com/vs-rental-program>

Let Us Fulfill Your Needs



## SNEAK PEEK! The VoIP Supply Affiliate Program

BECOME AN **AFFILIATE** TODAY!



- Earn money when referring business to VoIP Supply!
- Through our Affiliate Program portal, you will gain access to a unique URL that you can place on your website
- From there we track all of the traffic you are referring to our site and when a transaction is made, you receive a commission payout
- You also have access to all of the orders and customers you are referring, allowing you full insight into what your customers are purchasing through us!

**<https://www.voipsupply.com/affiliate-program>**



We Are VoIP Supply

## Join Our Team



## Become a VoIP Supply Partner

- Exclusive Pricing Through VoIP Supply!
- Opportunity Support – Consulting & Solution Design



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