

Presented in partnership with VoIP Supply

snom AMERICAS



Broadcast

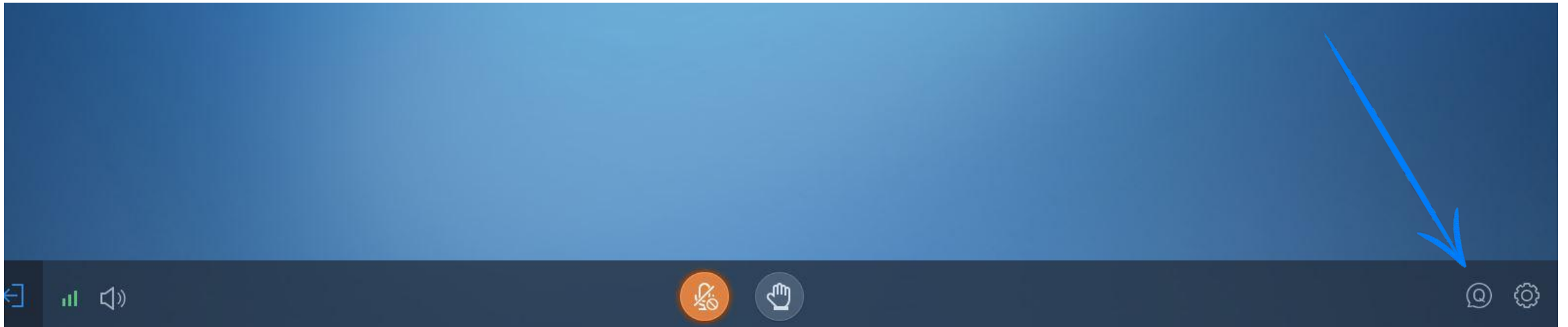
Business phones

Mobility

Conference

**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!**



VoIP Supply Programs



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

Hardware & Provisioning

featuring over 60 manufacturers that offer over 16,000 products and the ability to provision for you!

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!

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

Reclaim & Refresh



VoIP Supply's Reclaim equipment buyback program is your outlet for **selling off your used and excess** VoIP equipment. With Reclaim you can submit your equipment for sale to VoIP Supply and **receive fair market value** for it allowing you to "reclaim" a portion of your original investment.



VoIP Supply's exclusive Refresh program will allow you to replace a customer's device with a **certified reconditioned device** at a **fraction of the cost** of a new device. With VoIP Supply's Refresh program, you can provide your customers the support and sense of security that comes with a Refresh product.

Fulfillment & Provisioning

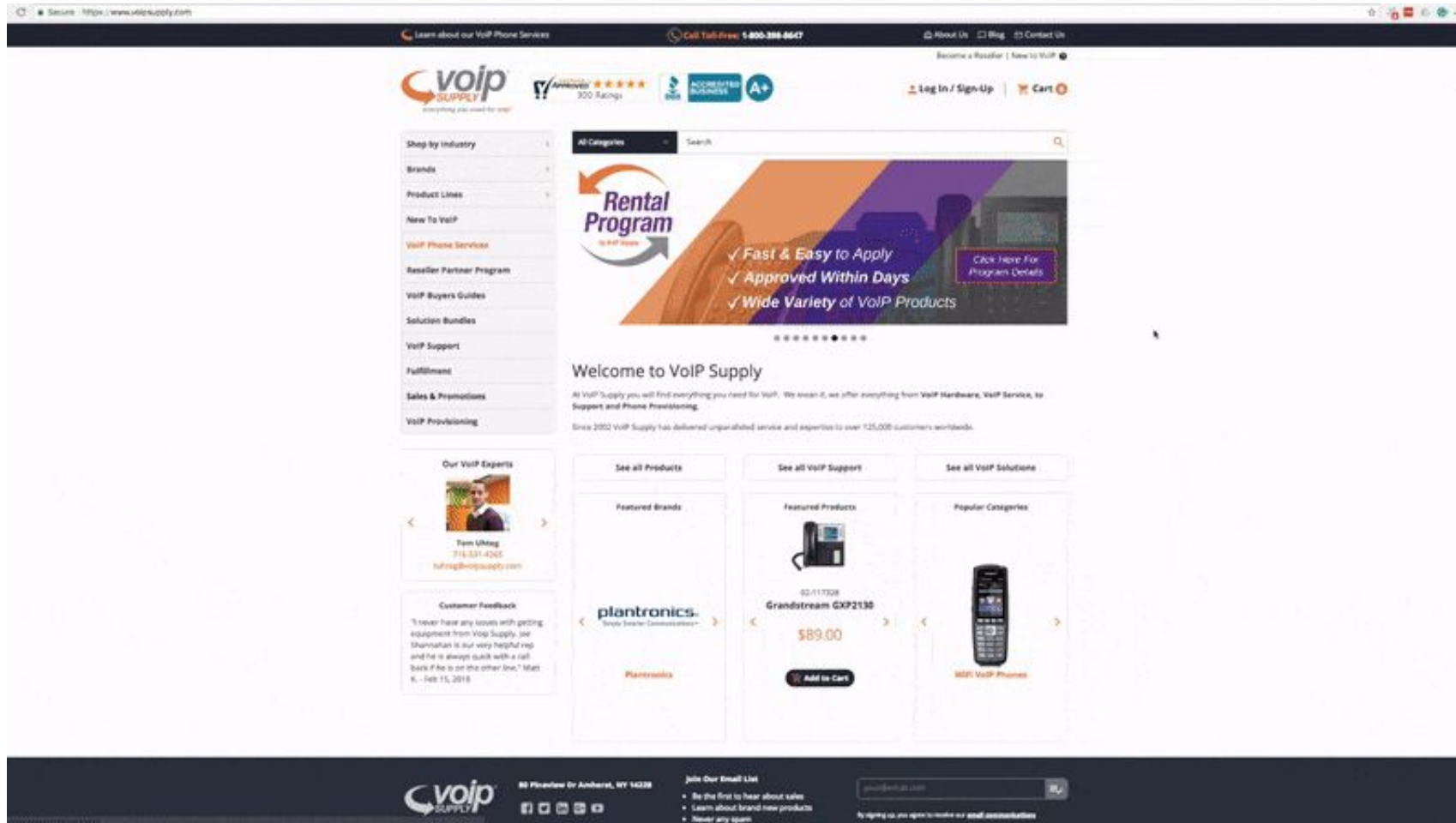


By taking advantage of VoIP Supply's **custom portal** and **API**, you have real-time access to your projects fulfillment progress and delivery. With the ability to manage your business from any web-enabled device you will always ensure your project is on track, and expectations are being exceeded.



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.

Reseller Portal



<https://www.voipsupply.com/partner-program>

snom



20+ years of innovation and success

History

Acquired by VTech - November, 2016

- Snom HQ – Berlin, Germany

Snom Differentiation

- **3 Year Warranty: Conference, Desktop, Mobility**
- Vertically Integrated
- Solutions designed and manufactured in-house
- North America-based teams: Product, Sales, Support

Solution Differentiation

- Wireless Conference phone or headset paired with Desk phone or PC
- Out-of-Box provisioning on many platforms
- **Entry level color phone (D717), vs monochrome on competitors**

Authorized Channel Partner Program

Benefits

Minimum Advertised Price (MAP) enforcement

- Margin protection

Achieve mutual business objectives, enhance value of brands

Not For Resale (NFR) samples

- Obtain eval units at 35% - 40% discount

Partner Application, MAP Agreement, NFR Request Form

- <https://www.snomamericas.com/partners/partner-portal/>

Conferencing Solutions



C520 Wired - SIP Conference Phone



- Supports up to 3 SIP lines
- 2 DECT wireless speakers/microphones
- Bluetooth headset and mobile pairing
- Supports up to 3 C52 DECT speakers/microphones
- Up to 12 hours of talk time per microphone
- 3 year warranty

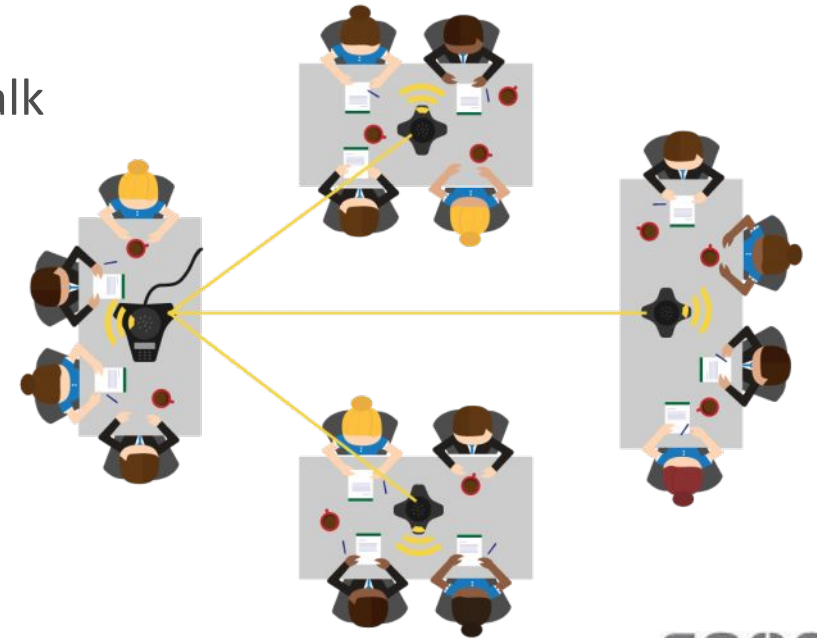
Conference Phone Connectivity



C52 SIP DECT Expansion Speaker

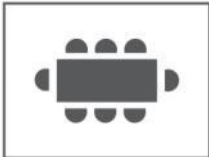


- Accessory speaker phone – requires C520, C620 or A230 dongle to operate
- Pair up to 3 with C520 and up to 2 with C620
- Up to 12 hours wireless talk time
- 3 year warranty

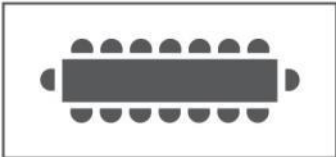


Conference Configurations

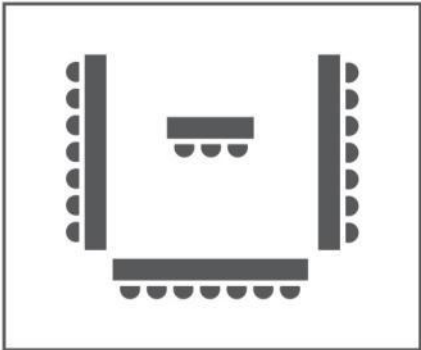
Huddle Room



Conference Room



Training Room



NEW! - C620 Wireless SIP Conference Phone



- Wireless speakerphone with 2 wireless mics paired via DECT to a base station
- Supports up to 3 SIP accounts
- 24 hours talk time narrowband / 12 hours talk time wideband
- Supports up to 2 C52 expansion speakerphones
- POE support at base station
- Wireless microphones and speakerphone charged via docking station
- 3 year warranty

Conferencing

	Snom C520	C620 - 100% Wireless
Display	Graphical	Graphical
Wideband Audio	G.722 codec	G.722 codec
SIP Identities/accounts	3	3
Power adapter	PoE or power adapter (included)	PoE or AC adapter to DECT Base Station
Standby/Max. talk time (h)	70h/12h for wireless microphones	70h/12h for wireless microphones 24 hr wireless talk time conference phone.
Directory	Local or LDAP	Local or LDAP
Bluetooth	Pairs up to two devices like mobile phones or headsets	No
Expansion options	Pairs up to three wireless speaker/mic with up to 50m range	Pairs up to one wireless speaker/mic with up to 150 feet range C620

Service Provider Partners



✓ Higher Margins

✓ Longer Warranties

✓ US-Based Support

Thank you!

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Q & A

Submit your questions via the Q & A feature in the meeting portal!



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Appendix: Helpful Links

Snom Americas Channel Partner Program

<https://info.businessphones.vtech.com/vtech-channel-partner-program>

Conference phone Wiki:

<https://service.snom.com/display/wiki/Conference+Phones>

Snom Conferencing:

<https://www.snomamericas.com/ip-phones/conferencing>

Snom Service Hub:

<https://service.snom.com/display/wiki/Snom+Service+Hub>

3rd Party Headset Recommendations:

<https://service.snom.com/display/wiki/Supported+Headsets>

Multi Cell DECT Deployment Guide:

<https://service.snom.com/display/wiki/DECT+Multi+Cell+Installation>

Provisioning: <https://service.snom.com/display/wiki/SRAPs>

Snom Americas: <https://www.snomamericas.com/>