

Sangoma Monthly Reseller Webinar Series



Let's Build a Strong Partnership

Presented by:

**Brian Hyrek &
Mark Carson**

**Office: Amherst, New York
Contact Us: 1-800-398-8647**

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

Promotions

Spring Promotion! Earn Money!

- On top of your existing discount levels
- Earn up to:
 - **PBXact**
 - Earn up to 4 x MRR on 36 mo. contracts
 - Earn up to 2 x MRR on 12 mo. contracts
 - **SIPStation**
 - Earn up to 2 x MRR on 36 mo. contracts
 - Earn up to 1 x MRR on 12 mo. Contracts
- Starts now
- For new sites
- Running all the way to March 31st 2019!

A promotional graphic for the "Spring Green" promotion. It features a green background with a leaf pattern at the top. Below this, the text "\$PRING GREEN" is written in white, with the "S" replaced by a dollar sign. Underneath, the text "Longer Days Mean Bigger Payouts" is written in blue. Then, "With Sangoma's Spring Promotion Agents & Resellers can earn up to" is written in orange. Below that, "4X MRR" is written in large blue letters. At the bottom, there are three green 3D dollar signs.

\$PRING GREEN

Longer Days Mean
Bigger Payouts

With Sangoma's Spring Promotion
Agents & Resellers can earn up to

4X MRR



Sangoma Reseller SPIFFs

SPIFF requires a current Sangoma Partner Agreement and will be issued after the customer's first full paid service invoice.

We Are VoIP Supply

Sign-Up To Be a Sangoma Reseller



How Do I Sign -Up?

Visit our website and fill out the form.

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

Someone from our Sales and Marketing Team will be in touch with you!

Mark Carson from **Sangoma** will then help you with the onboarding process so you can be an official Sangoma Reseller!



Time to Sign Up for the Right Partner Program and Expand Your Business.

Whether you are an OEM, Reseller, Systems Integrator, or the go-to IT provider for your customers, the Empowered by Sangoma Partner Program has exactly the right benefits and options to fulfill your clients' needs and grow your business.

Why Join Sangoma Partner Program through VoIP Supply?

- A wide variety of VoIP product portfolios to choose from including FreePBX, PBXact, SIPStation and FoIP Services, etc.
- Professional Support and Training - Receive professional support from the same team that is developing the Sangoma PBX platform
- The industry's best-engineered, highest quality, IP and UC solutions, supporting "any app, anywhere" for businesses and service providers of all sizes.
- Knowledgeable team with a great perspective on whole solutions
- Ability to negotiate on volume sales and the price of shipping
- In-house engineers to help you with any issues
- Up to date info on Sangomas warehouse stock and new product release

As a Sangoma Partner, you will....

- Get lead referrals and bigger margin (with discounts of 10% to 60%)
- Access to Sangoma marketing programs
- Access to introduction to new, Not For Resale (NFR) products for testing
- Receive pre-sale and post-sale support
- Receive discounts on certified training and direct developer/manufacture support

[See Sangoma products](#)

Simply fill out the form below or call one of our VoIP experts at 1-800-398-8647 to request a free consultation!

First name	Last name	
<input type="text" value="Marketing"/>	<input type="text"/>	
Phone number	Mobile phone number	
<input type="text" value="800-398-8647"/>	<input type="text"/>	
Company name		
<input type="text" value="VoIP Supply"/>		
Website URL		
<input type="text" value="http://VoIP Supply"/>		
Street address		
<input type="text" value="454 Sonwil Drive"/>		
City	State/Region	Postal Code
<input type="text" value="Buffalo"/>	<input type="text" value="New York"/>	<input type="text" value="14225"/>
Email*		
<input type="text" value="marketing@voipsupply.com"/>		
Country Select*		
<input type="text" value="Please Select"/>		
Why do you want to become a Sangoma Partner		
<input type="checkbox"/> Resell Hosted PBX Service - PBXact UCC		
<input type="checkbox"/> Resell SIP Trunking Service - SIPStation		
<input type="checkbox"/> To resell PBX Appliances		

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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SANGOMA TECHNOLOGIES

The New System 1200 and s206 IP Phone

Presented By:

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Contents

- Sangoma Tech Award
- New Products
- Sangoma Portal - Marketing Resources
- How to win a \$50 Amazon Gift Card!
- Q&A





NEWS RELEASE

SANGOMA WINS Canadian Technology Stock of the Year (TSXV) Recognized with the 2018 Award at CANTECH Investment Conference

MARKHAM, ON, JANUARY 31, 2019– Sangoma Technologies Corporation (TSX VENTURE: STC), a trusted leader in delivering Unified Communications solutions for SMBs, Enterprises, OEMs, and Service Providers, both on-premises and in the cloud, today announced that it was selected as the Tech Stock of the Year for TSXV companies by Cantech.

The awards recognize excellence and achievement in technology companies as voted on by an unbiased panel of dozens of Canadian technology-stock research analysts and presented at the Cantech Investment Conference, which is focused on innovation-sector companies listed on the Toronto Stock Exchange and the TSX Venture exchange.

"To be chosen as the TSXV technology company of the year for 2018 from among so many other esteemed nominees is a great honour," said Bill Wignall, President and CEO of Sangoma. "2018 was a very important year for Sangoma, as our ongoing strategy to drive the company forward via a combination of organic growth and prudent acquisitions, has now gotten us to the stage where we will for the first time, hit \$100 million in sales this year. The award highlights our company's continued success, reflects the confidence placed in us by our customers around the globe, and demonstrates the growing recognition Sangoma is receiving from the investment community."

About Sangoma Technologies Corporation

Sangoma Technologies is a trusted leader in value-based Unified Communications (UC) and UC as a Service (UCaaS) solutions for SMBs, enterprises, OEMs, carriers, and service providers. Sangoma's Voice over IP offerings include on-premise and cloud-based phone systems, SIP trunking services, and telephony hardware. Sangoma's products and services are used in leading PBX, IVR, contact center, carrier networks, and data communication applications worldwide. Sangoma is the primary developer and sponsor of the Asterisk project, the world's most widely used open source communications software, and the FreePBX project, the world's most widely used open source PBX software. Businesses can achieve enhanced levels of collaboration, productivity, and ROI with Sangoma. Everything Connects, Connect with Sangoma!

Founded in 1984, Sangoma Technologies Corporation is publicly traded on the TSX Venture Exchange (TSX VENTURE: STC). Additional information on Sangoma can be found by visiting www.sangoma.com.

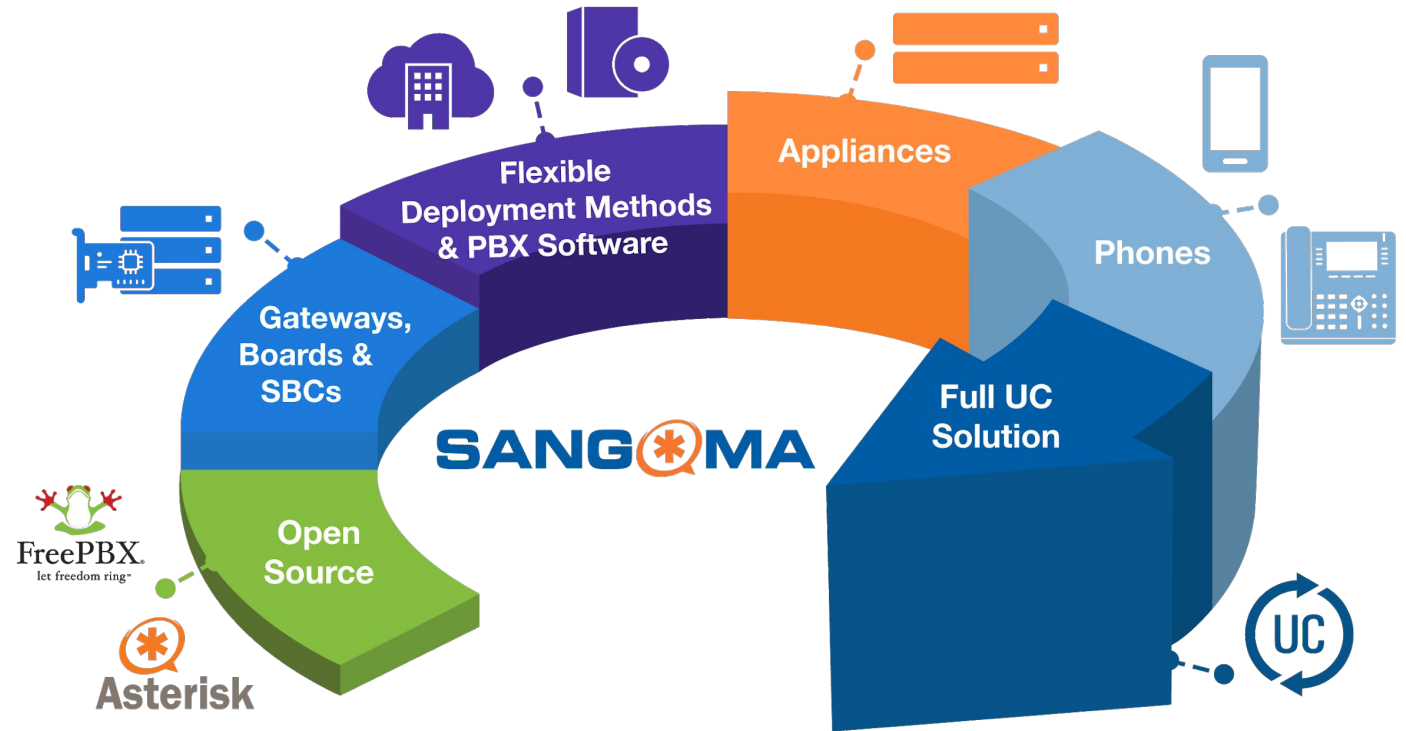
About Cantech

Cantech Investment Conference is Canada's largest technology investment conference, put on by Cambridge International, who also produces some of North America's largest resource conferences and publishes Cantech Letter, an online magazine focusing on Canadian technology companies that has grown into one of the most referenced financial sites in Canada.

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Complete End to End Unified Communications Solution

- Complete UC Solution
 - Phone system / PBX
 - Key Unified Communication Features
 - IP Phones & Mobile/Desktop Softphone
 - Connectivity Hardware and Software
 - Network Connection (SIP Trunks)
- All from a single vendor
- Available as on-premise equipment or cloud-based service



Leading Business / Unified Communications Solution Provider

Phone System and UC

- Tight Integration with
 - SIPstation (Sangoma SIP Trunking service and FAXstation (Sangoma Reliable Fax service)
 - PSTN telephony interfaces (configurable) and Sangoma VoIP Gateways
 - CRM: SugarCRM, SuiteCRM, SalesForce, Zoho, ConnectWise
 - 300 + End points and over 20+manufacturers
 - Sangoma Portal for licensing, support and Sangoma Phones
- Click-to-call, screen-pop
- Add-on Options for Call-Center, hospitality and High Availability

Fully Featured UC Platform

Phones • Gateways • Cards • SBCs



SINGLE
VENDOR

Flexible Licensing to Suit Your Business Model

System 1200

- Supports 1200 Users and up to 350 simultaneous calls
- 4 PCI slots of PSTN card integration
- 6 x GB Ethernet interfaces
- Dual redundant power supplies included
- Ideal for Contact Centers and Enterprise Deployments
- Same feature set as the rest of appliance lineup
- Offered as both FreePBX 1200 and PBXact 1200
- Replaces the FreePBX / PBXact 1000 appliance
- Offered at same price as FreePBX / PBXact 1000 !!



Phones

- Phones are generally designed to work out of the box (auto-provision) with Sangoma/Digium phone systems
- Designed for Switchvox, Asterisk, PBXact and FreePBX
 - Digium D series IP Phones
 - Built-in advanced phone features
 - Digium Mobile client
 - Presence, conferencing, call transfer
- Designed for PBXact
 - Sangoma S-Series IP Phones
 - Built-in Phone Apps : <https://www.sangoma.com/products/phoneapps/>
 - DECT Phones
 - Zulu UC Desktop and Mobile Client
 - Presence, team chat, screen-share, file transfer, click-to-call, screen-pop
 - Included with all PBXact systems and services



Sangoma s206 IP Phone

Released February 19th
2019

- Entry Level IP Phone Designed for Affordable Deployments
- Designed for FreePBX and PBXact
- 2 x SIP Accounts
- Dual 10 / 100 Mbps Ethernet Ports
- 128 x 40 Pixel Graphical LCD with Backlight
- 5 way conferencing
- Full Duplex speakerphone
- Built-in Hotdesking and VPN
- Support for Opus Codec
- **Replaces the s205 IP Phone**



Sangoma Partner Portal - Marketing Resources

How do I access the Marketing Resources in the Sangoma Portal?

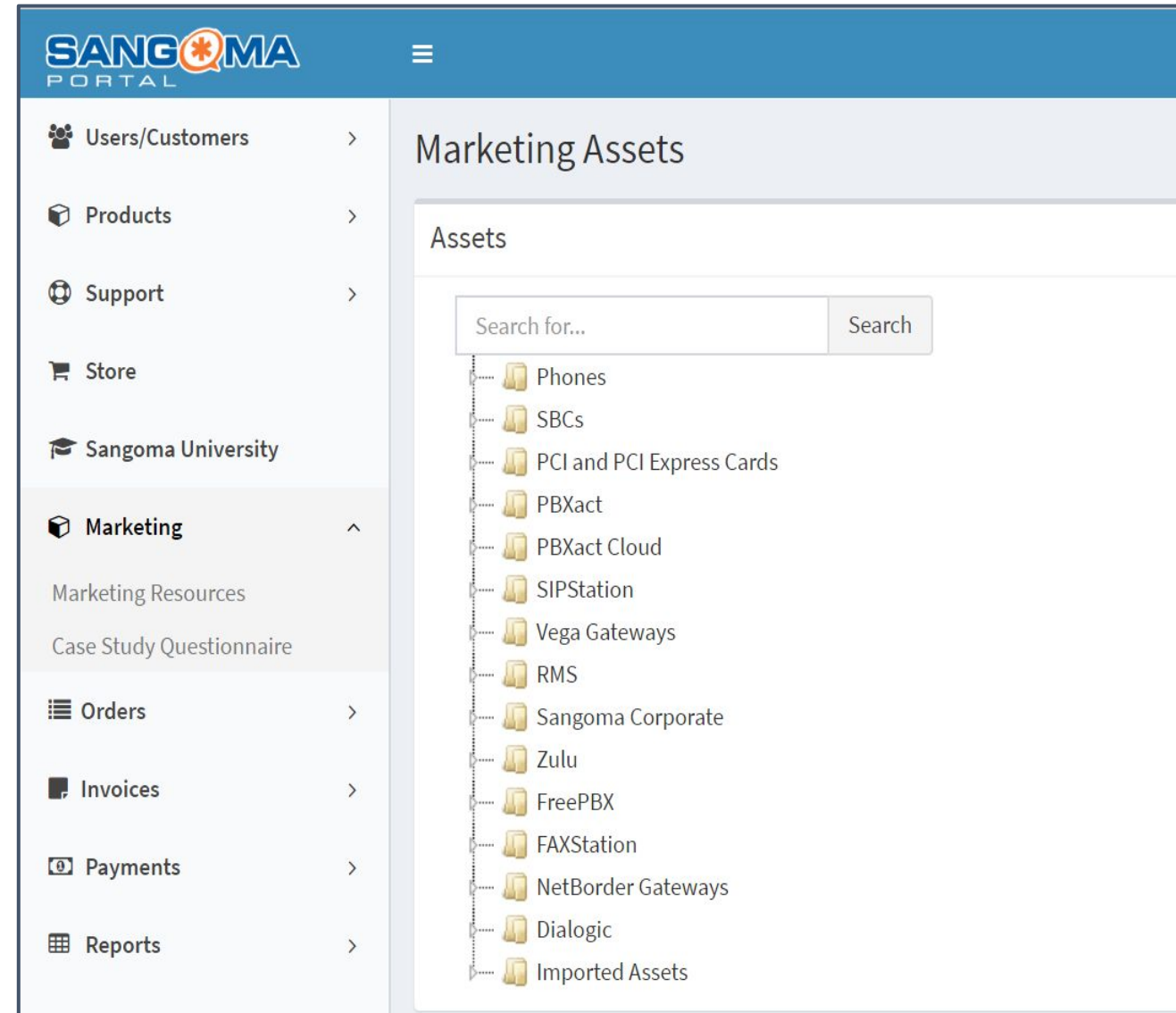
1. Marketing
2. Marketing Resources

Ease of acquisition for product information!

You have access to:

- Banners
- Case Studies
- Datasheets
- Logos
- Product Photos
- White Paper

and so much more!



How To Win a \$50 Gift Card to Amazon!



\$50 Amazon gift card is only eligible to individuals who attended today's webinar

First 4 Deals registered with a 1 or 3 year contract for SIPStation/FAXStation or PBXact within the next 60 days

You have 4 chances to win if YOU register all 4 deals first!

Good luck!



SIPSTATION
POWERED BY SANGOMA®



FAXSTATION
POWERED BY SANGOMA®

THANK YOU!

Q & A

SANG*MA

We Are VoIP Supply

Join Our Team



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