



Let's Build a Strong Partnership

Presented by:

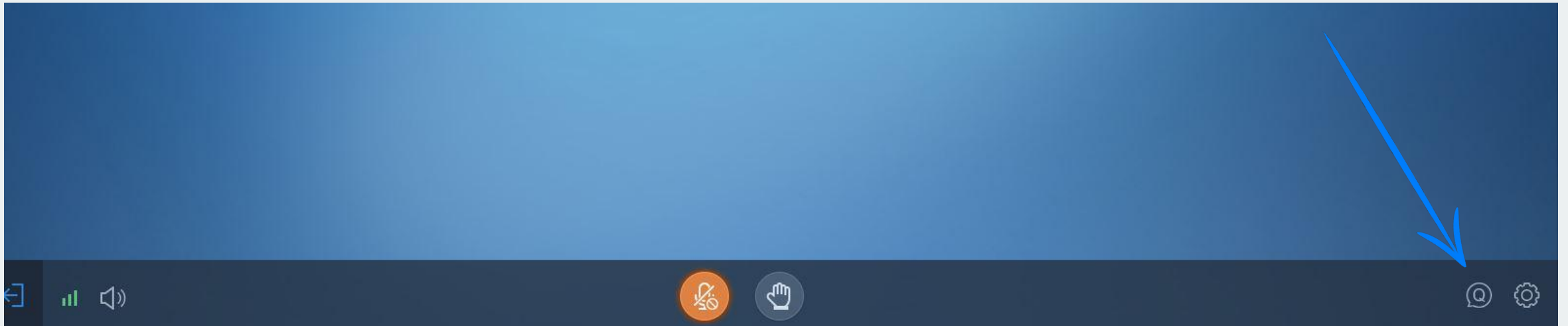
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&

Mike O'Donnell

**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

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 Advantage



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.

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SYSTM & AWS...agenda



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- Initial questions
- AWS and SYSTM snapshot
- SYSTM difference
- Growing your biz
- Next steps
- Q&A



Initial Questions



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

- What application am I hosting?
- AWS / SYSTM – is my application available?
- Virtual machine requirements
- Set up
- Security
- Redundancy/backup
- Management/Support
- Scale
- COGS

AWS...snapshot



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- Many applications
- Sign up / create account...*easy*
- Choosing / Building / Launching....*challenging*
- Security...*challenging*
- Support / management...*challenging*
- COGS....*depends*

SYSTEM...*snapshot*



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- Voice only
- Sign up / create account...*easy*
- Choosing / Building / Launching.... *easy*
- Security...*easier yet always a challenge*
- Support / management...*easy*
- COGS....*depends*

SYSTEM ...*difference*



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- **No noisy neighbors** – *voice only*
- **Simplified setup** – *choose platform, VM spec, launch*
- **Central management** – *all customers in one dashboard*
- **Security focused** – *layer 2 plus individual firewall per VM*
- **Infrastructure support** – *unlimited*
- **Cost** – *competitive, all-inclusive, easily budgeted*

AWS...50 user example



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- Choose platform to host
- Choose / Purchase
 - ✓ EC2 AMI (if available and from whom?)
 - ✓ Server type and size (which one?)
 - ✓ Dedicated IP
 - ✓ Storage for backups
 - ✓ Bandwidth
 - ✓ Support
- Estimated cost - \$110 - \$150 per month

SYSTEM...50 user example



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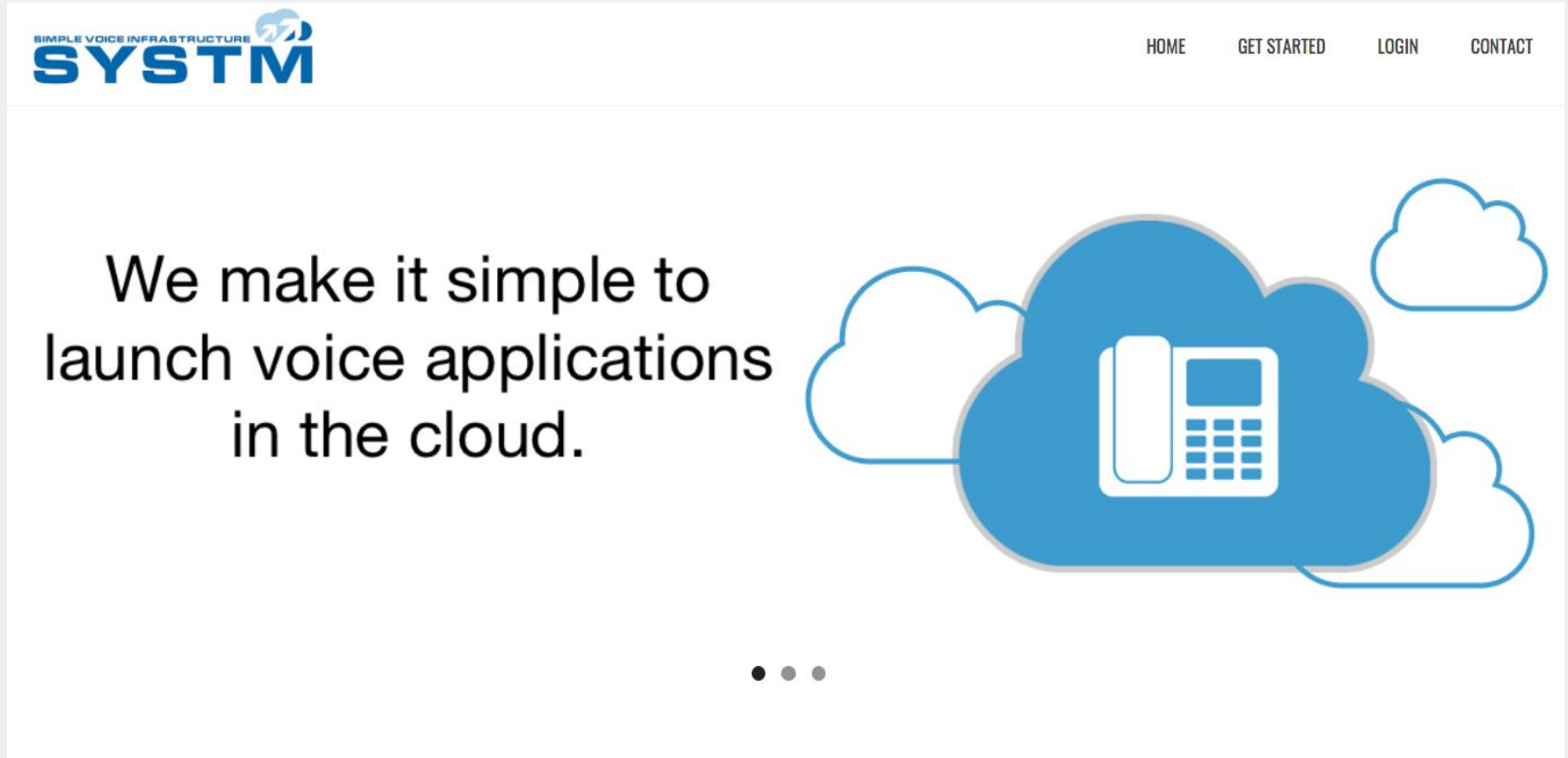
- Choose platform to host
- Included
 - ✓ Optimized server and spec
 - ✓ Install package, template, ISO or KVM image (Avaya)
 - ✓ Dedicated IP
 - ✓ Storage for backups
 - ✓ Bandwidth
 - ✓ Layer 2 VoIP Security
 - ✓ Support
- Estimated cost - \$90 - \$100 per month

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SYSTEM...*get started*



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SYSTM...choose platform



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A screenshot of the SYSTM web portal. The header includes the SYSTM logo (Simple Voice Infrastructure) and navigation links: HOME, GET STARTED, LOGIN, and CONTACT. Below the header is a navigation bar with links: Portal Home, Order, Support, and Client Area. A green 'Cart' button and a blue 'Login' button are also present. The main content area displays a message: "Thank you for choosing SYSTM! Simply select the service you wish to deploy below." Below this message are four service cards arranged in a 2x2 grid. Each card lists a service name, maintainer, license, version, and pricing, with a 'Continue' button at the bottom.

Service	Maintainer	License	Version	Additional licensing required	Price
Switchvox	Digium	Commercial	Multiple	Yes	\$59.95 USD Monthly
3CX	3CX	Commercial	Debian 9 Netinstall-Current	Yes	\$59.95 USD Monthly
FreePBX	Sangoma / Schmooze	GPL / Commercial	Multiple	No	\$29.95 USD Monthly
VitalPBX	Telesoft / Xorcom	Commercial / Free	2.0	No	\$29.95 USD Monthly



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SYSTM...Avaya



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SYSTM...*Build your host*



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A screenshot of the SYSTM web interface. The header includes the SYSTM logo (Simple Voice Infrastructure) and navigation links: HOME, GET STARTED, LOGIN, and CONTACT. Below the header is a progress bar with three steps: "Place new Order", "Product Configuration", "Order Summary", and "Continue". The "Product Configuration" step is currently active. The main content area is divided into two columns. The left column contains a "FreePBX" section with details: Maintainer: Sangoma / Schmooze, License: GPL / Commercial, Version: Multiple, and No additional licensing required. Below this is a "Product Configuration" section with a "Choose billing cycle:" dropdown menu set to "\$29.95 USD Monthly", a "Service Nickname *" input field, and three sliders for "RAM [MB]" (set to 512), "CPU Cores" (set to 1), and "Disk Size [GB]" (set to 20). The right column contains a "Cart summary" section with a table showing "VaaS Cloud PBX Instances - FreePBX" with a "Setup Fee" of "\$0.00 USD" and a "Monthly" fee of "\$29.95 USD". Below the table is a link "Use promotional code". At the bottom of the cart summary, it says "Cart subtotal today: \$ 29.95".

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SYSTEM...manage



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The screenshot shows the SYSTEM VoIP management dashboard. At the top, there's a navigation bar with links for HOME, GET STARTED, LOGIN, and CONTACT. Below this is a header section with a "Cart" button and a "SYSTEM VoIP Supply" button. A main navigation bar contains links for Dashboard, Order, Services, Account, Support, and Affiliates. The current view is "Summary", with sub-tabs for "VaaS Cloud PBX Instances", "SENTRY Security Appliance", and "Avaya". The "VaaS Cloud PBX Instances" tab is active, displaying a table of service instances.

Product/Service	Service Nickname	IP Address:	Status	Next Due Date	
3CX			Active	09/28/2019	view
Switchvox			Active	09/24/2019	view
FreePBX			Active	10/14/2019	view



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SYSTM...support



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A screenshot of the SYSTM web dashboard. The header includes the SYSTM logo and navigation links: HOME, GET STARTED, LOGIN, and CONTACT. Below the header is a navigation bar with links: Dashboard, Order, Services, Account, Support, and Affiliates. The main content area shows a summary of services: Summary, VaaS Cloud PBX Instances, SENTRY Security Appliance, and Avaya. A specific instance, "vs-switchvox-demo", is selected, showing tabs for Overview, Network, Storage, Snapshots, Logs, Usage, and Billing. The Overview tab is active, displaying server details and performance metrics. On the right, there are buttons for Console, Reboot, Shutdown, and Upgrade. The server status is "ON" with a "Refresh" button. Performance metrics include Bandwidth (IN: 198.45 GB, OUT: 9.01 GB), Disk Space (20 GB), Memory (4 GB), and CPU Cores (2 CPU(s)).

Server details	
Status	ON Refresh
Service Nickname	
IP	
Uptime	14 days 09:22:43
Bandwidth	IN: 198.45 GB OUT: 9.01 GB
Disk Space	20 GB
Memory	4 GB
CPU Cores	2 CPU(s)



SYSTM...grow your biz



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

- **Expand your team** – *let us help you design and engineer your next hosted customer.*
- **Solve more problems** – *let us help you deliver the right application to your customers which may include FPBX, PBXact, Switchvox, 3CX or Avaya.*
- **Lighten the load** – *Let us remove cloud infrastructure off your plate so you can focus on what you need to do.*
- **Create scale** – *Let us help you exponentially grow your business by simplifying the cloud.*

Getting Started



- Contact VoIP Supply today
- Gain access to their Cloud Sandbox
- Let VoIP Supply help you grow your cloud business

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Join Our Team



Become a VoIP Supply Partner

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



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Q&A

