

Sangoma Monthly Reseller Webinar Series



Let's Build a Strong Partnership

Presented by:

**Tom Uhteg &
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

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



Tom Uhteg
Solutions Consultant
(716) 531-4265
tuhteg@VoIPSupply.com





SANGOMA TECHNOLOGIES

The Power of Zulu UC

Presented By:

Mark Carson

Channel Account Manager

mcarson@sangoma.com

920-215-0279



Zulu UC

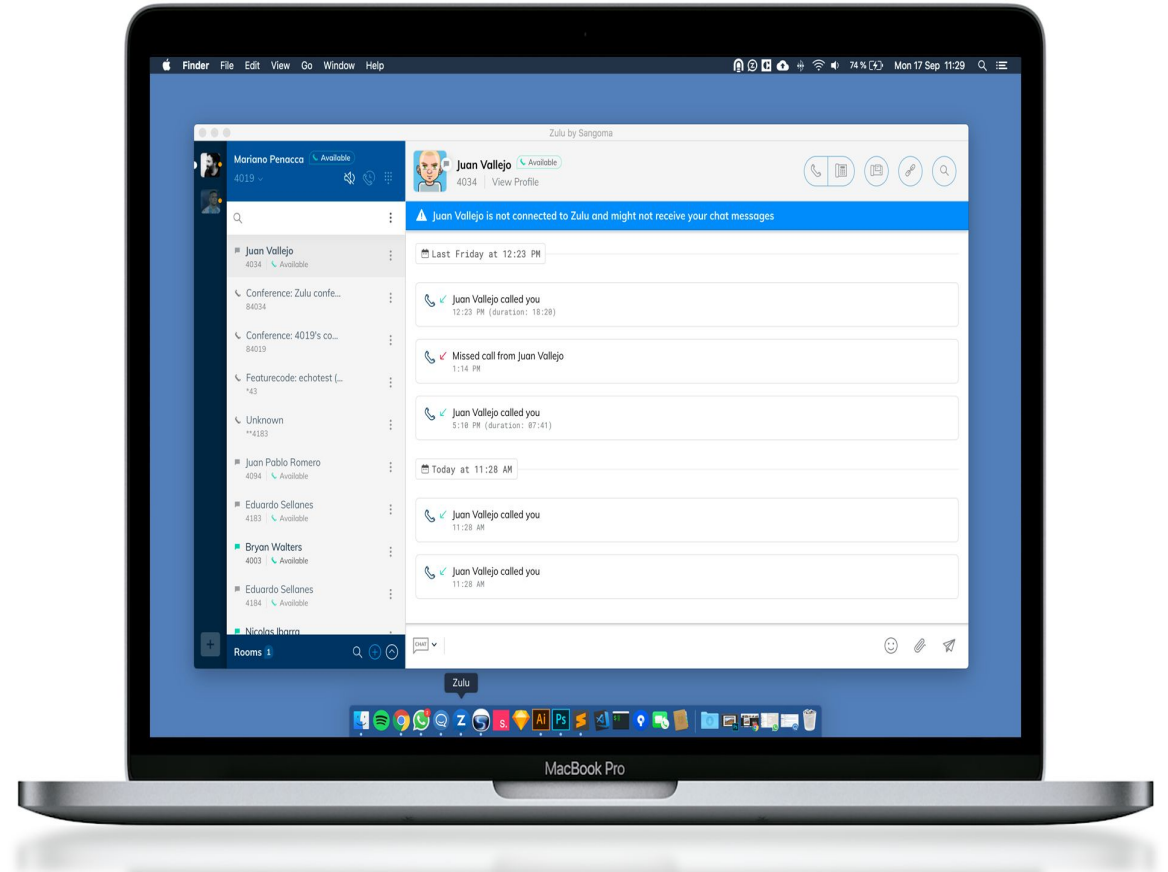
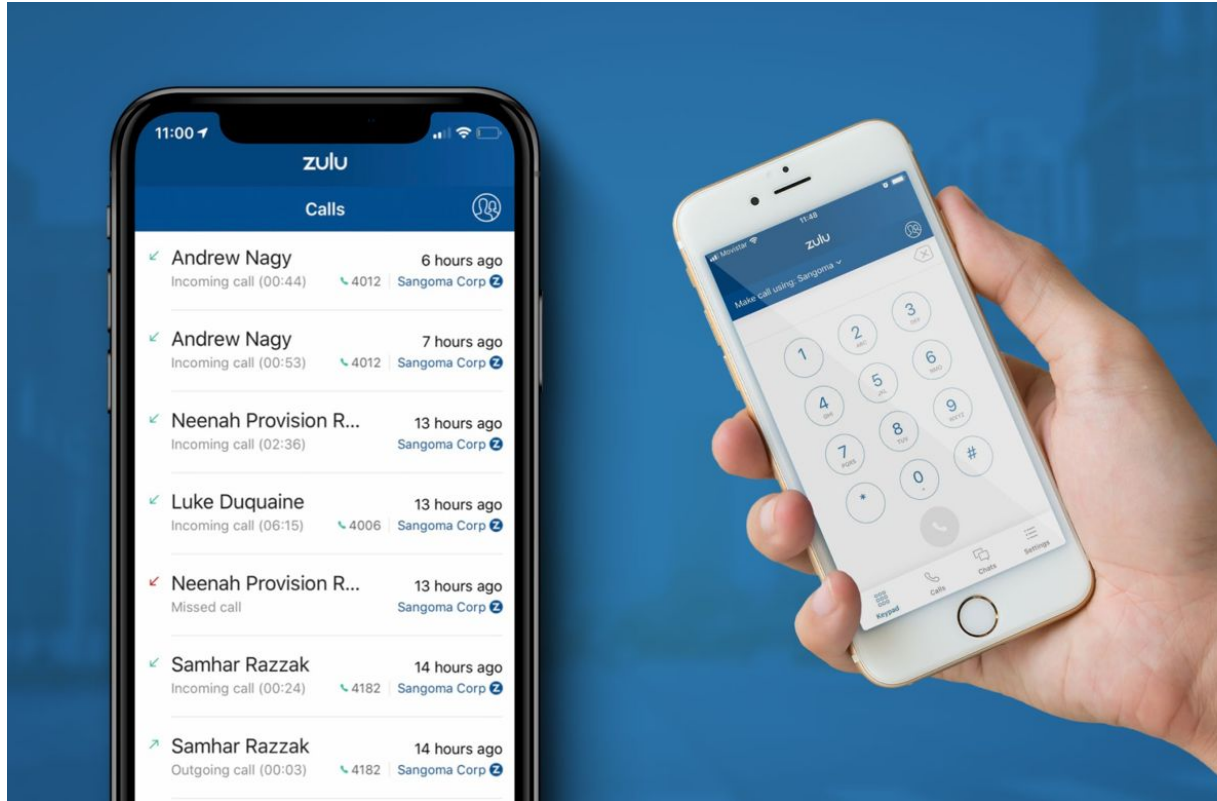
Business Communication Tool for FreePBX



Zulu UC Presentation

- Zulu UC Overview
- Compatibility & Installation
- Desktop Client
- Mobile Clients
- How to try and buy for yourself and your FreePBX users.
- Wrap-up, Q&A

What is Zulu UC?



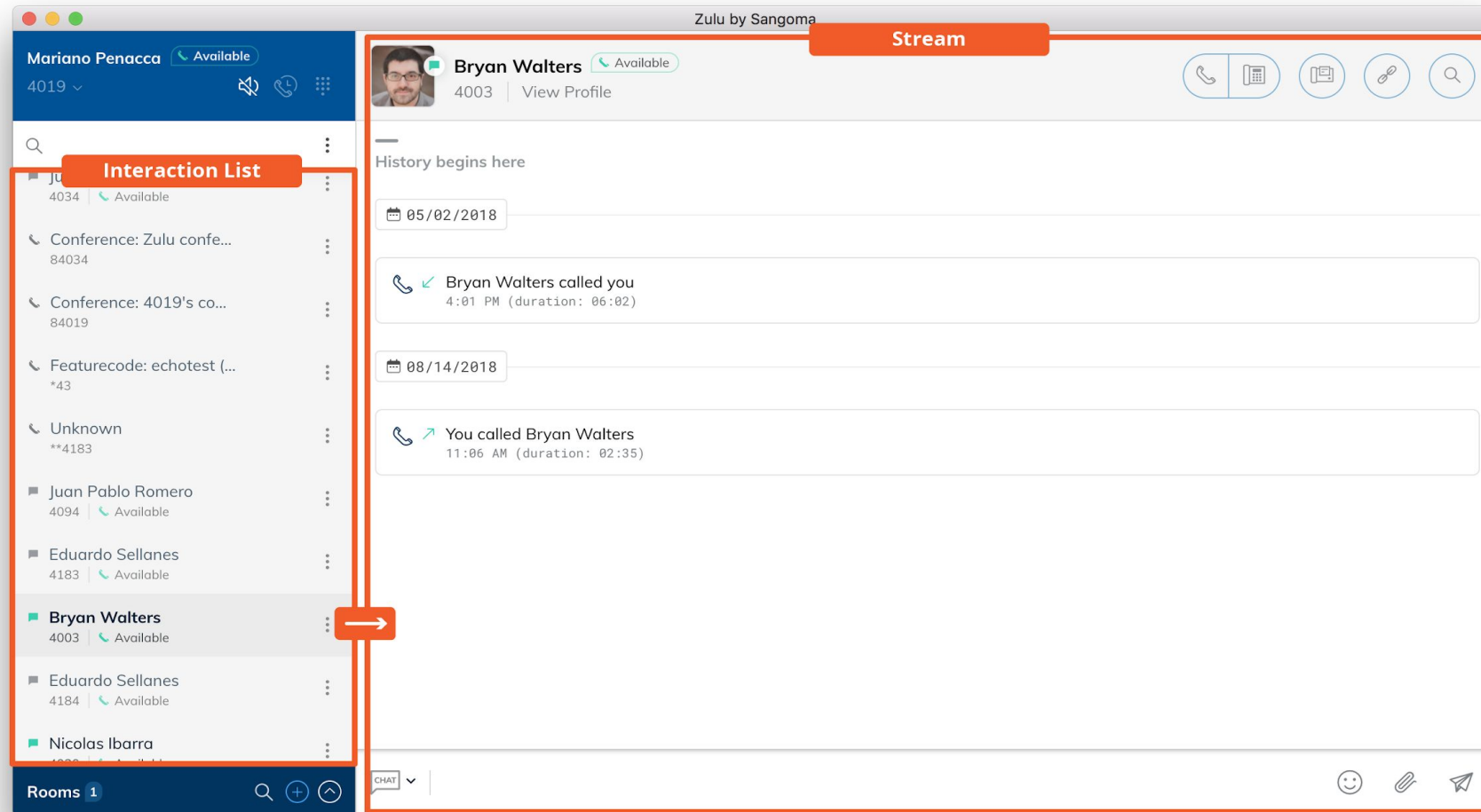
What Features Does it Have?

- Feature Rich Soft Phone Client
- CTI- Browser and Desktop Integration for FreePBX & PBXact
- Chat (1 to 1 messaging and Group Chat via Rooms w/ Emojis)
- File Transfer & Sharing
- Presence Control
- Call Pop-Ups
- SMS (requires SIPStation SIP Trunking service)
- Fax (requires PBXact or a paid FreePBX add-on)
- Screen Sharing (Beta)

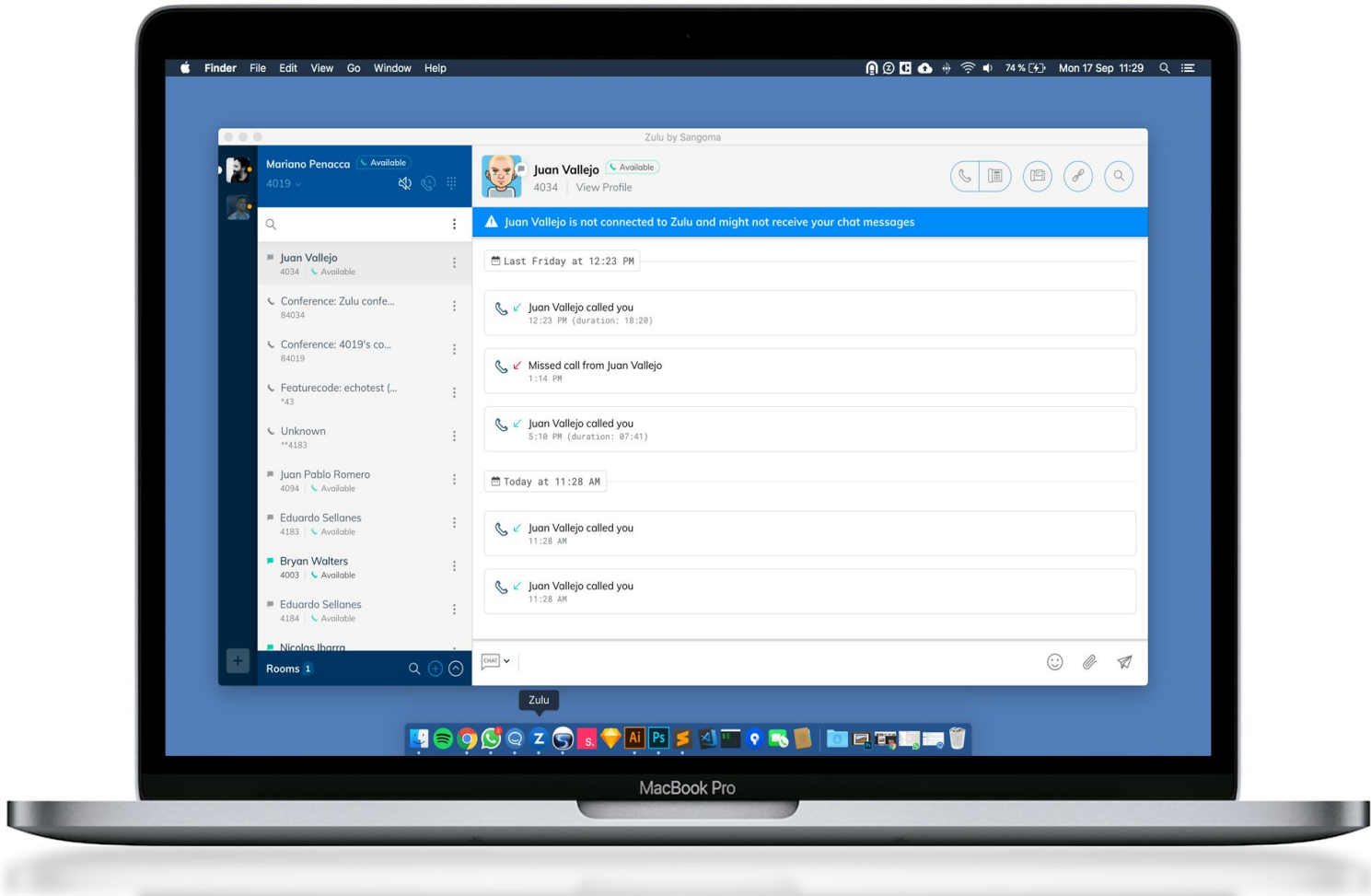
Available Clients

- Windows
- Mac
- Linux
- Apple iOS (Beta)
- Google Android (Beta)
- Google Chrome Browser Plugin for Click to Call
- Mozilla Firefox Browser Plugin for Click to Call

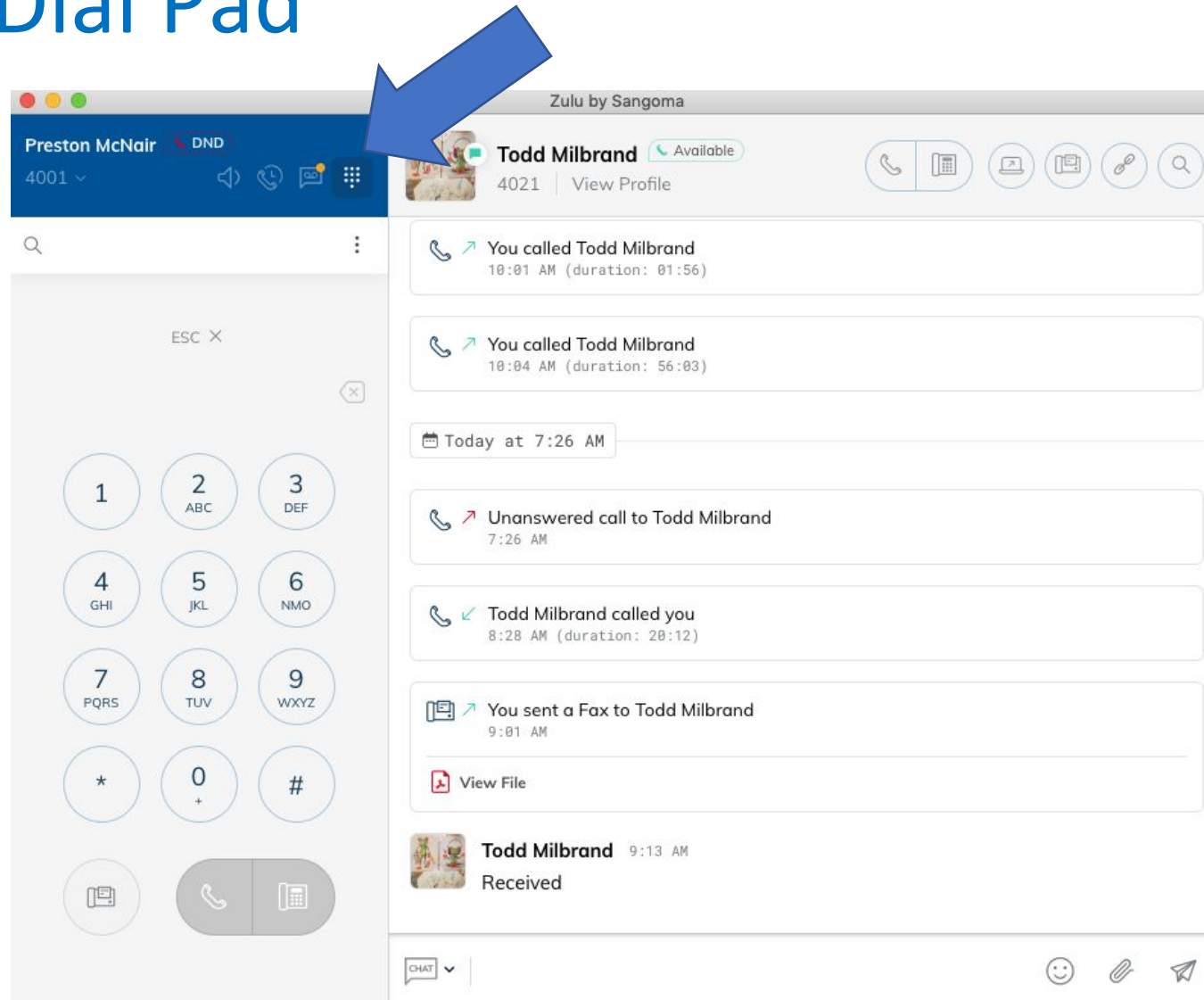
Interactions Based User Interface



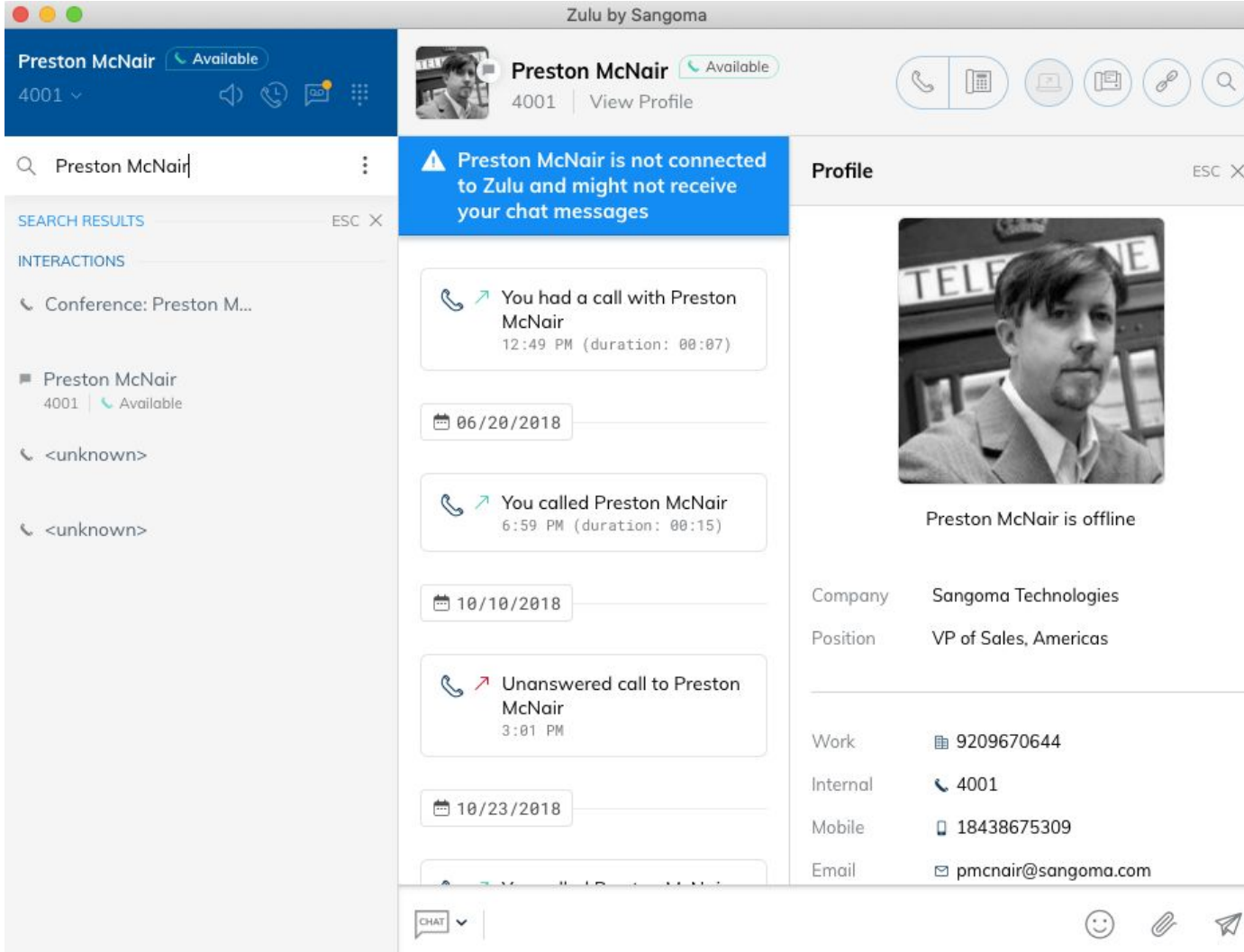
Desktop



Desktop – Dial Pad



Desktop – Contact List



The screenshot displays the Zulu by Sangoma desktop application interface. A blue arrow points to the search bar in the left sidebar, which contains the text "Preston McNair". The sidebar also shows search results and interactions for Preston McNair, including a conference and several unknown calls. The main window shows the contact's profile, which includes a warning that the contact is not connected to Zulu and might not receive chat messages. The profile also shows a list of recent calls, including a call on 06/20/2018, a call on 10/10/2018, and an unanswered call on 10/23/2018. The contact's profile information is displayed on the right, including their name, company (Sangoma Technologies), position (VP of Sales, Americas), and various contact details (Work, Internal, Mobile, Email).

Search Results:

- Conference: Preston M...
- Preston McNair
4001 | Available
- <unknown>
- <unknown>

Call History:

- You had a call with Preston McNair
12:49 PM (duration: 00:07)
- 06/20/2018
- You called Preston McNair
6:59 PM (duration: 00:15)
- 10/10/2018
- Unanswered call to Preston McNair
3:01 PM
- 10/23/2018

Profile:

Preston McNair is offline

Company: Sangoma Technologies
Position: VP of Sales, Americas

Work: 9209670644
Internal: 4001
Mobile: 18438675309
Email: pmcnair@sangoma.com

Desktop – Contact Info

The screenshot displays the Zulu by Sangoma desktop application interface. On the left, a sidebar shows a search bar with 'Preston McNair' entered and a list of search results under the 'INTERACTIONS' section. Two blue arrows point from the left towards the search bar and the first result, 'Preston McNair 4001 | Available'. The main window is titled 'Zulu by Sangoma' and features a header bar with the contact's name, status, and ID. Below the header, a blue banner indicates that the contact is not connected. The central pane shows a history of interactions, including calls and an unanswered call. On the right, a 'Profile' section displays the contact's photo, name, and status. Below this, a table lists contact details: Company (Sangoma Technologies), Position (VP of Sales, Americas), Work (9209670644), Internal (4001), Mobile (18438675309), and Email (pmcnair@sangoma.com). A blue arrow points to the 'Internal' phone number '4001'.

Search Results:

- Conference: Preston M...
- Preston McNair 4001 | Available
- <unknown>
- <unknown>

Interactions:

- You had a call with Preston McNair 12:49 PM (duration: 00:07)
- 06/20/2018
- You called Preston McNair 6:59 PM (duration: 00:15)
- 10/10/2018
- Unanswered call to Preston McNair 3:01 PM
- 10/23/2018

Profile:

- Name:** Preston McNair
- Status:** Preston McNair is offline
- Company:** Sangoma Technologies
- Position:** VP of Sales, Americas
- Work:** 9209670644
- Internal:** 4001
- Mobile:** 18438675309
- Email:** pmcnair@sangoma.com

Desktop – Contact Interactions

The screenshot displays the Zulu by Sangoma desktop application interface. At the top, a header bar shows the user's name 'Preston McNair' with a status 'Available' and a phone number '4001'. Below this, a search bar contains the text 'Preston McNair'. The left sidebar lists search results under the heading 'INTERACTIONS', including a conference and two unknown contacts. The main content area shows a detailed view of the contact 'Preston McNair' (4001), who is currently offline. A blue banner at the top of this view states: 'Preston McNair is not connected to Zulu and might not receive your chat messages'. The contact's profile includes a photo, company name 'Sangoma Technologies', position 'VP of Sales, Americas', and various phone numbers and email addresses. The bottom of the interface features a chat input field with icons for emojis, attachments, and sending.

Header: Zulu by Sangoma

User: Preston McNair (Available) 4001

Search: Preston McNair

Search Results:

- Conference: Preston M...
- Preston McNair (4001, Available)
- <unknown>
- <unknown>

Contact View:

Warning: Preston McNair is not connected to Zulu and might not receive your chat messages

Interactions:

- You had a call with Preston McNair (12:49 PM, duration: 00:07)
- 06/20/2018
- You called Preston McNair (6:59 PM, duration: 00:15)
- 10/10/2018
- Unanswered call to Preston McNair (3:01 PM)
- 10/23/2018

Profile:

Photo: [Profile Picture]

Status: Preston McNair is offline

Company: Sangoma Technologies

Position: VP of Sales, Americas

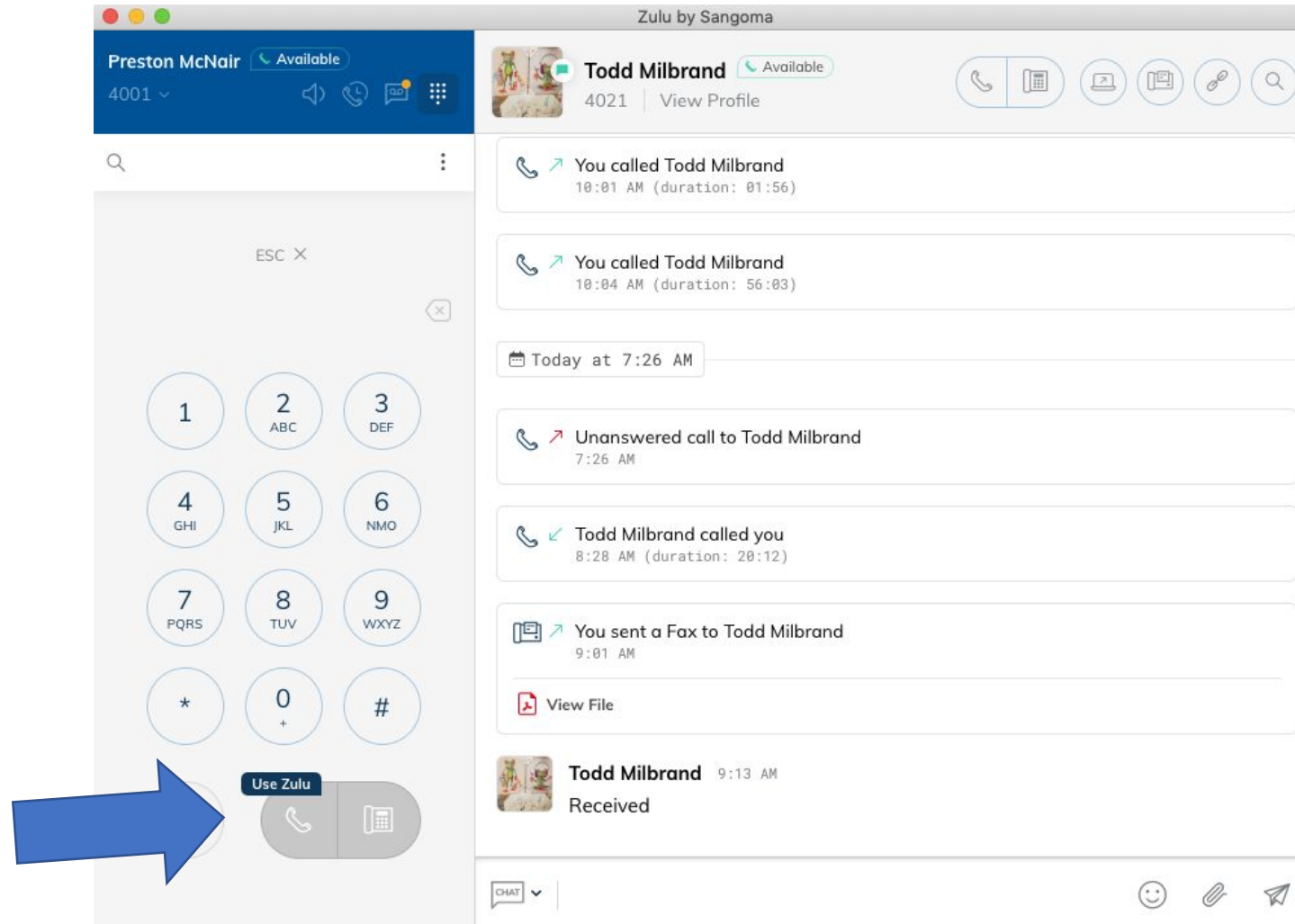
Work: 9209670644

Internal: 4001

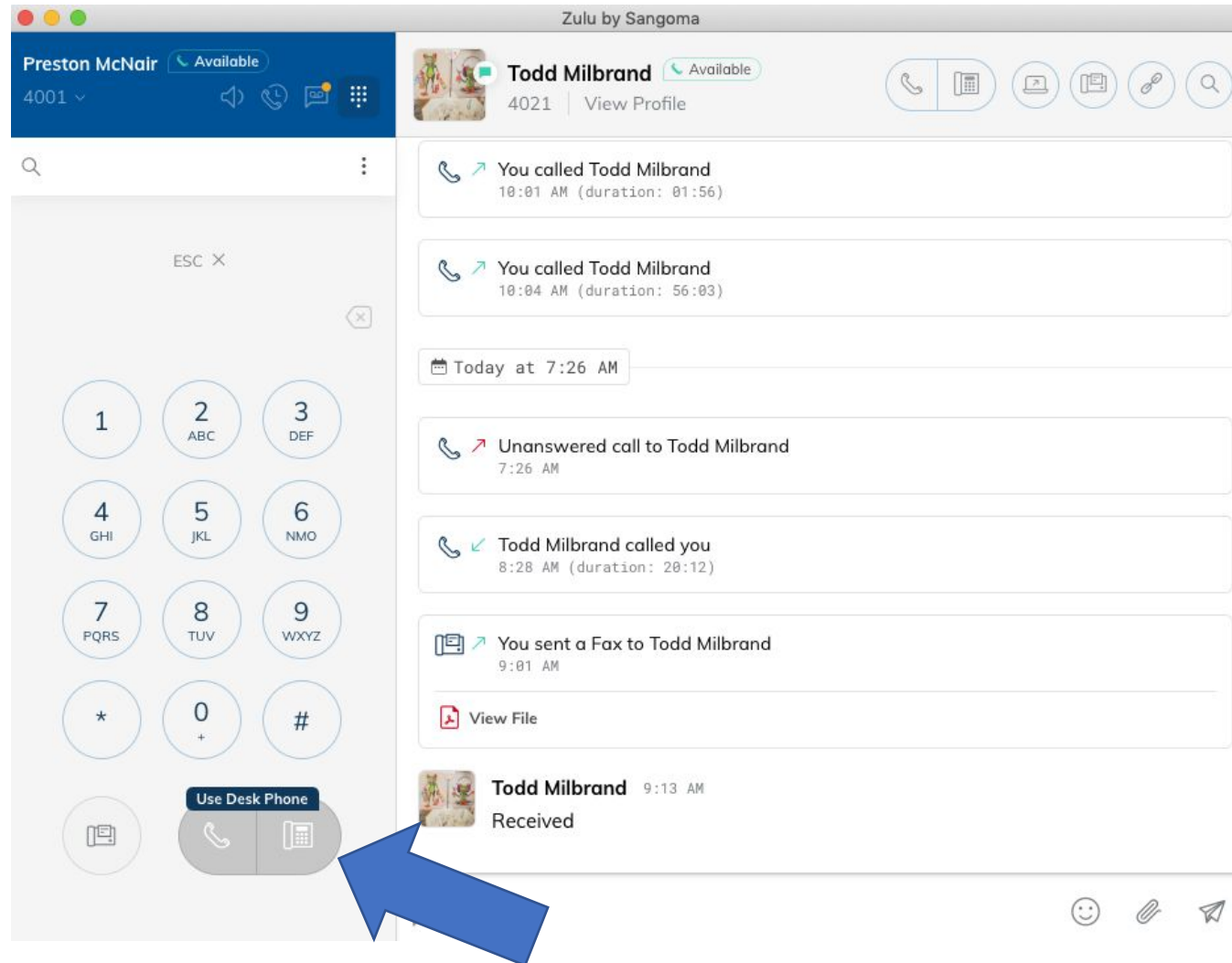
Mobile: 18438675309

Email: pmcnair@sangoma.com

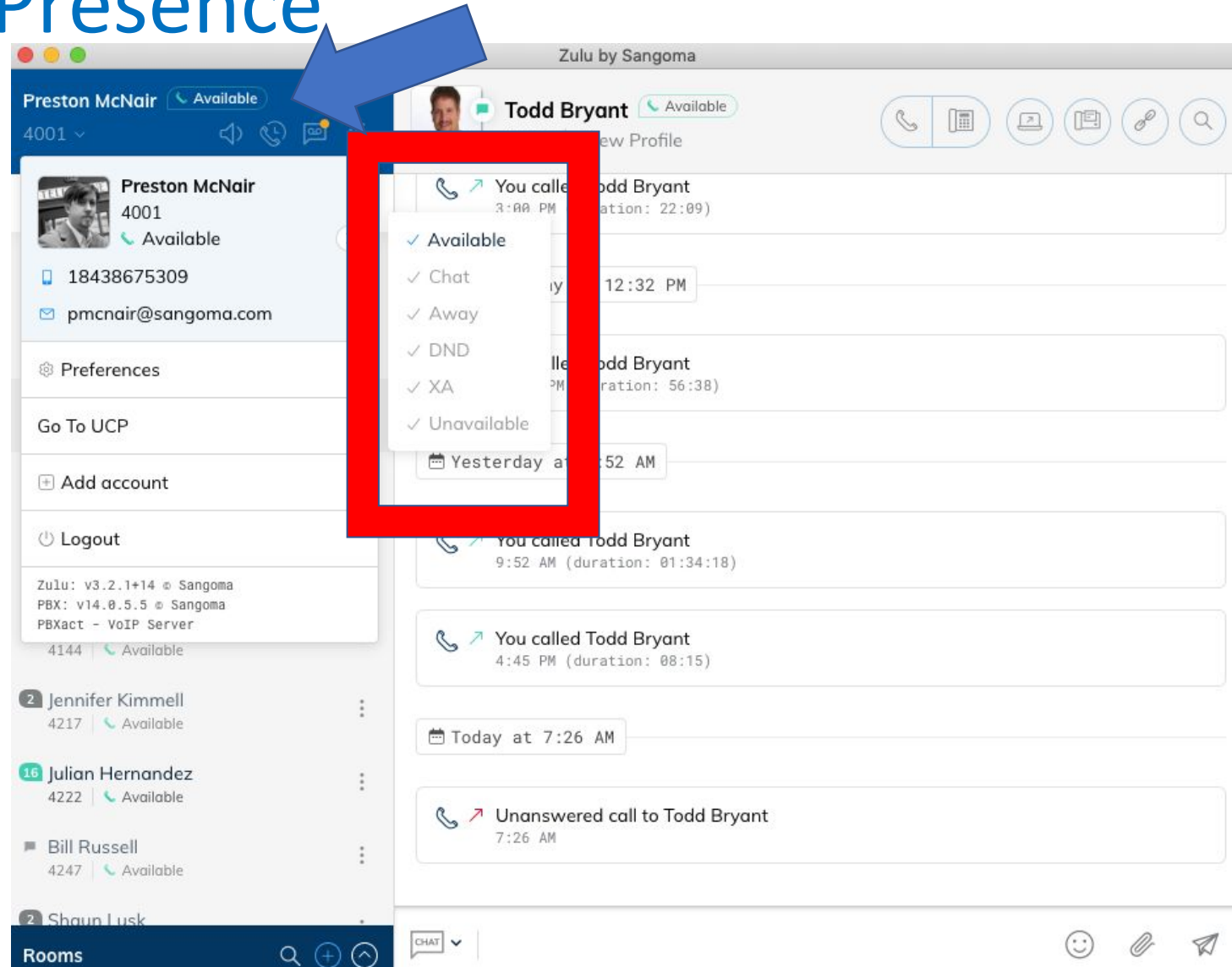
Desktop – Dial Pad – Using Zulu for Call



Desktop – Dial Pad – Calling with Desk Phone



Desktop - Presence



Desktop – Call History

The screenshot displays the Zulu by Sangoma desktop application. A blue arrow points to the 'Call history' button in the top left navigation bar. The interface is divided into three main sections: a left sidebar for call history, a top right header for the active contact, and a main right pane for call details.

Left Sidebar: CALL HISTORY

Contact	Duration	Date/Time
Todd Milbrand 4021	20:12	01/16/2019 08:28
Bill Russell 4247	00:00	01/16/2019 07:27
Jennifer Kimmell 4217	00:00	01/16/2019 07:26
Tom Ray 4144	00:00	01/16/2019 07:26
Frederic Dickey 4161	00:00	01/16/2019 07:26
Todd Milbrand 4021	00:00	01/16/2019 07:26
Todd Bryant 4004	00:00	01/16/2019 07:26
Conference: Preston M... 84001	00:01	01/16/2019 07:26
Zulu Outbound Call 8555785727	00:03	01/16/2019 07:25

Top Right Header: Todd Bryant

4004 | View Profile

Status: Available

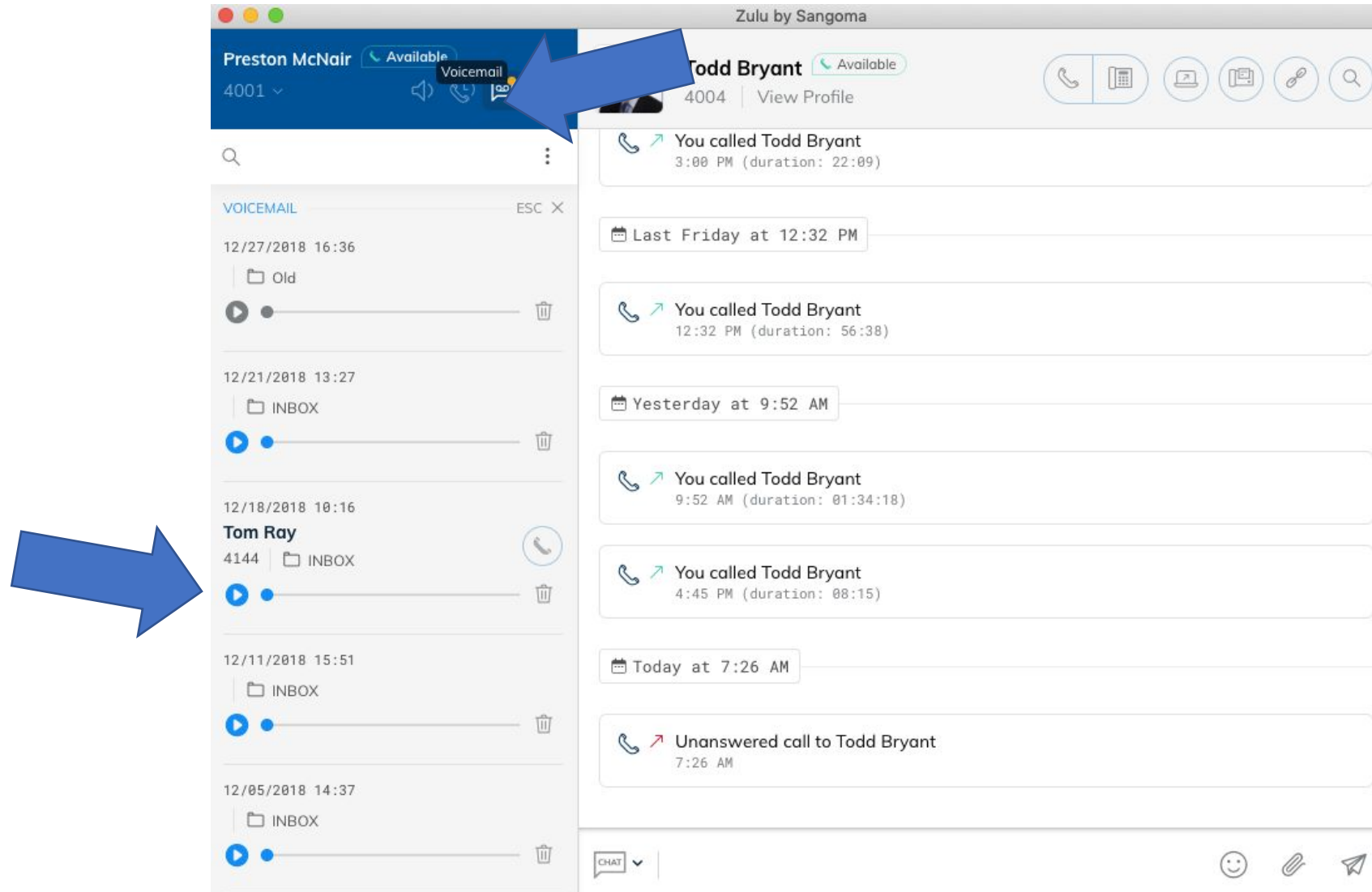
Navigation icons: Phone, Calendar, Laptop, Document, Link, Search

Main Right Pane: Call Log

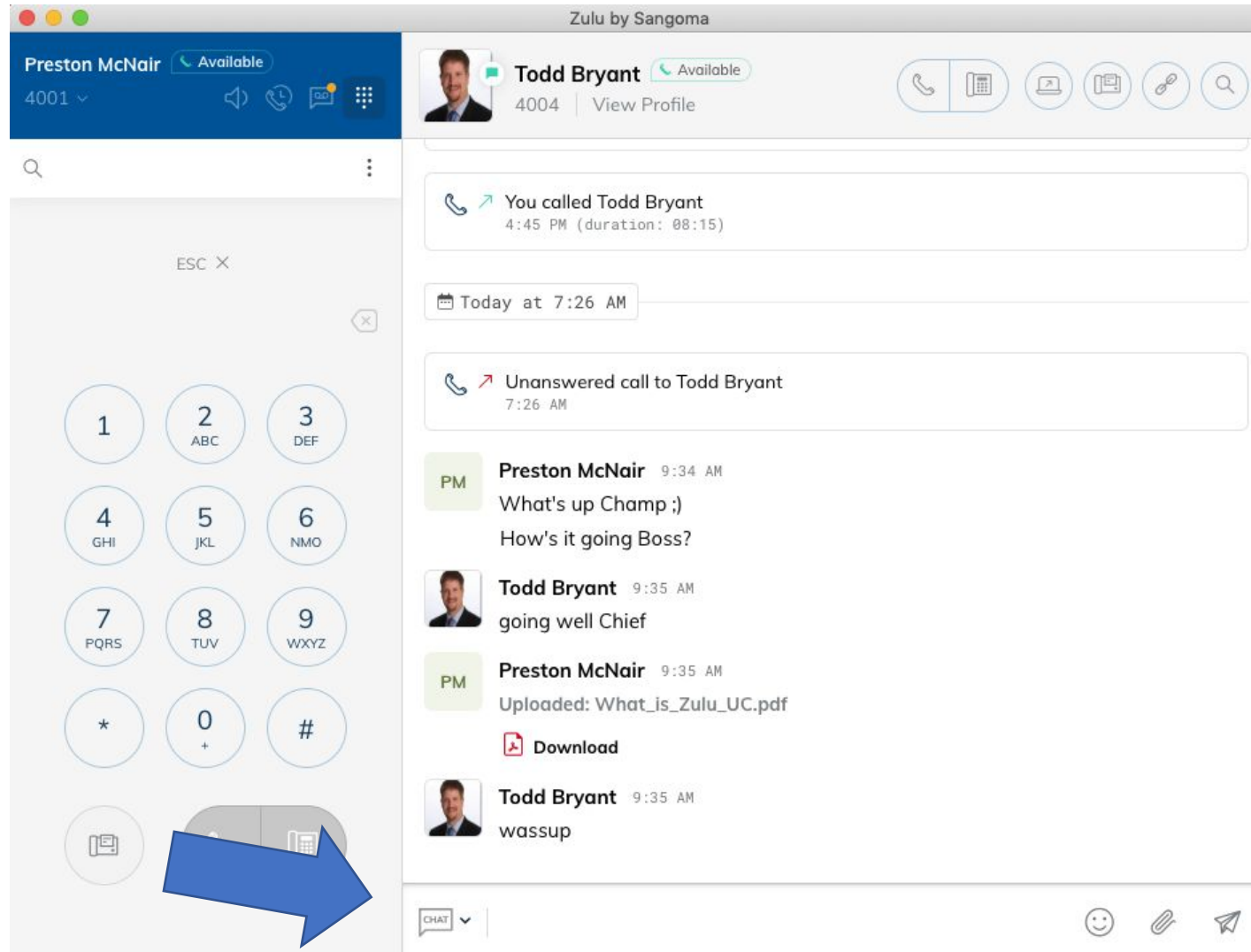
- You called Todd Bryant
3:00 PM (duration: 22:09)
- Last Friday at 12:32 PM
- You called Todd Bryant
12:32 PM (duration: 56:38)
- Yesterday at 9:52 AM
- You called Todd Bryant
9:52 AM (duration: 01:34:18)
- You called Todd Bryant
4:45 PM (duration: 08:15)
- Today at 7:26 AM
- Unanswered call to Todd Bryant
7:26 AM

Bottom Bar: CHAT icon, Smiley face, Paperclip, Arrow icon

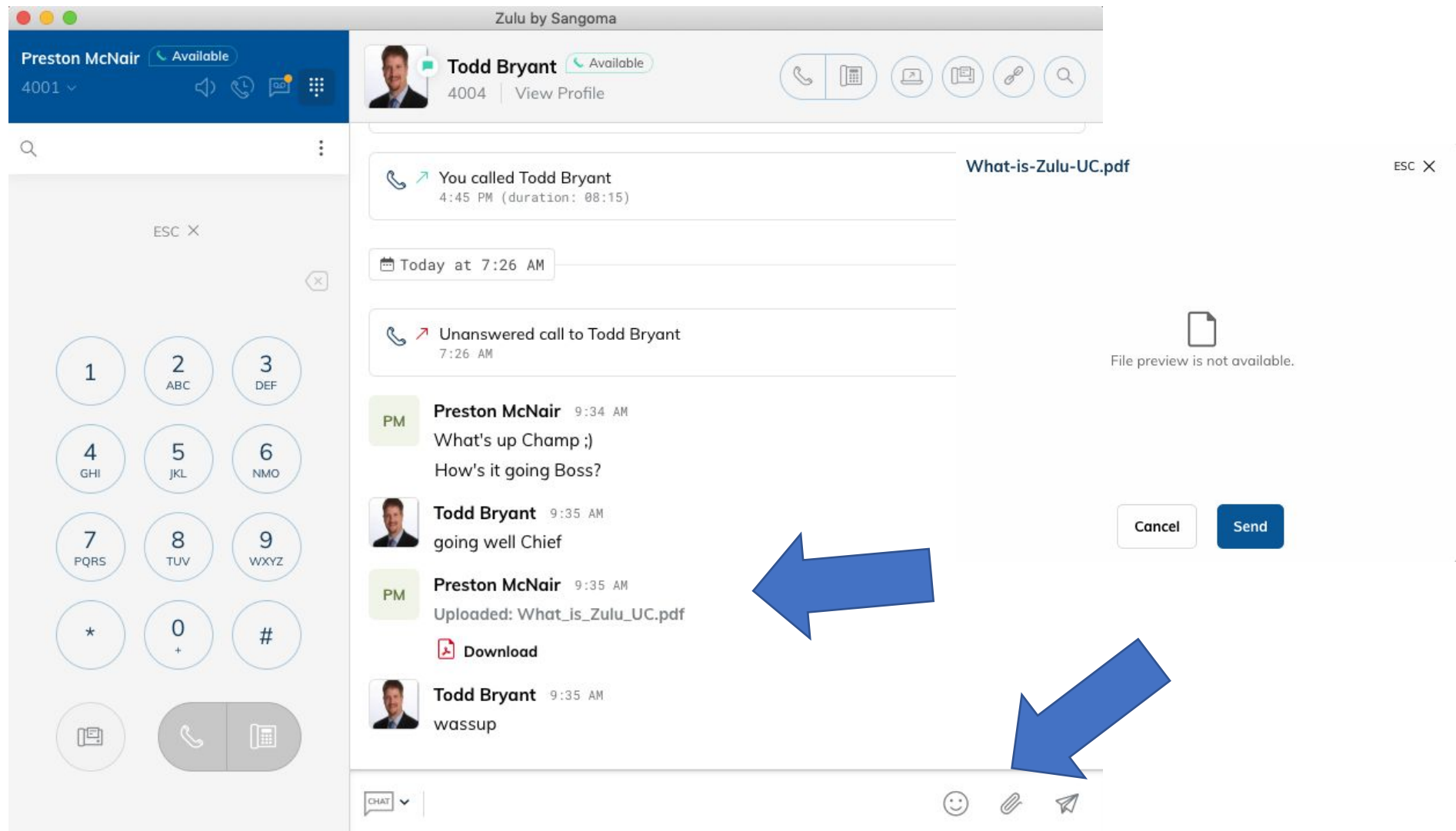
Desktop – Voicemail



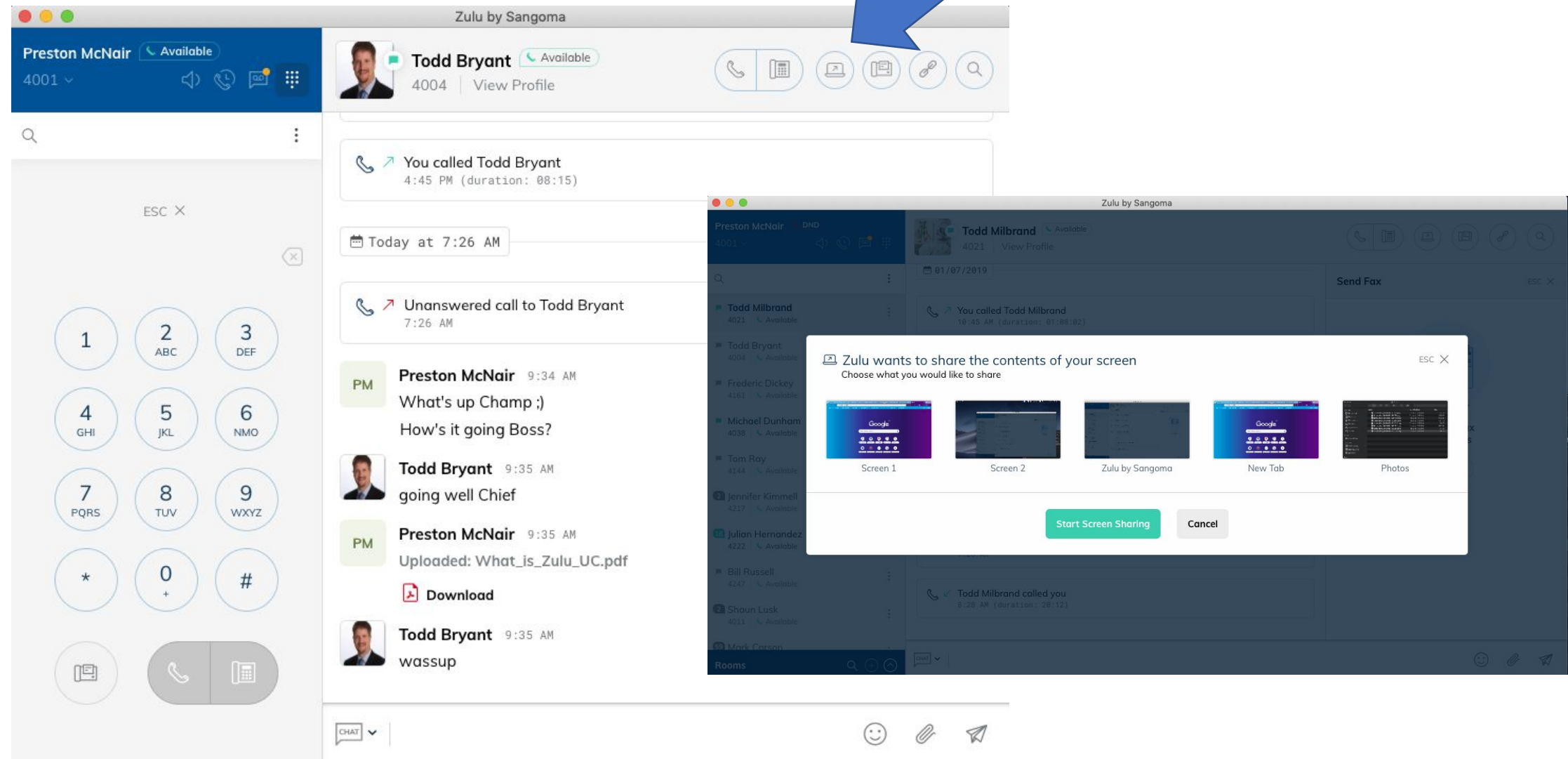
Desktop – Online Chat



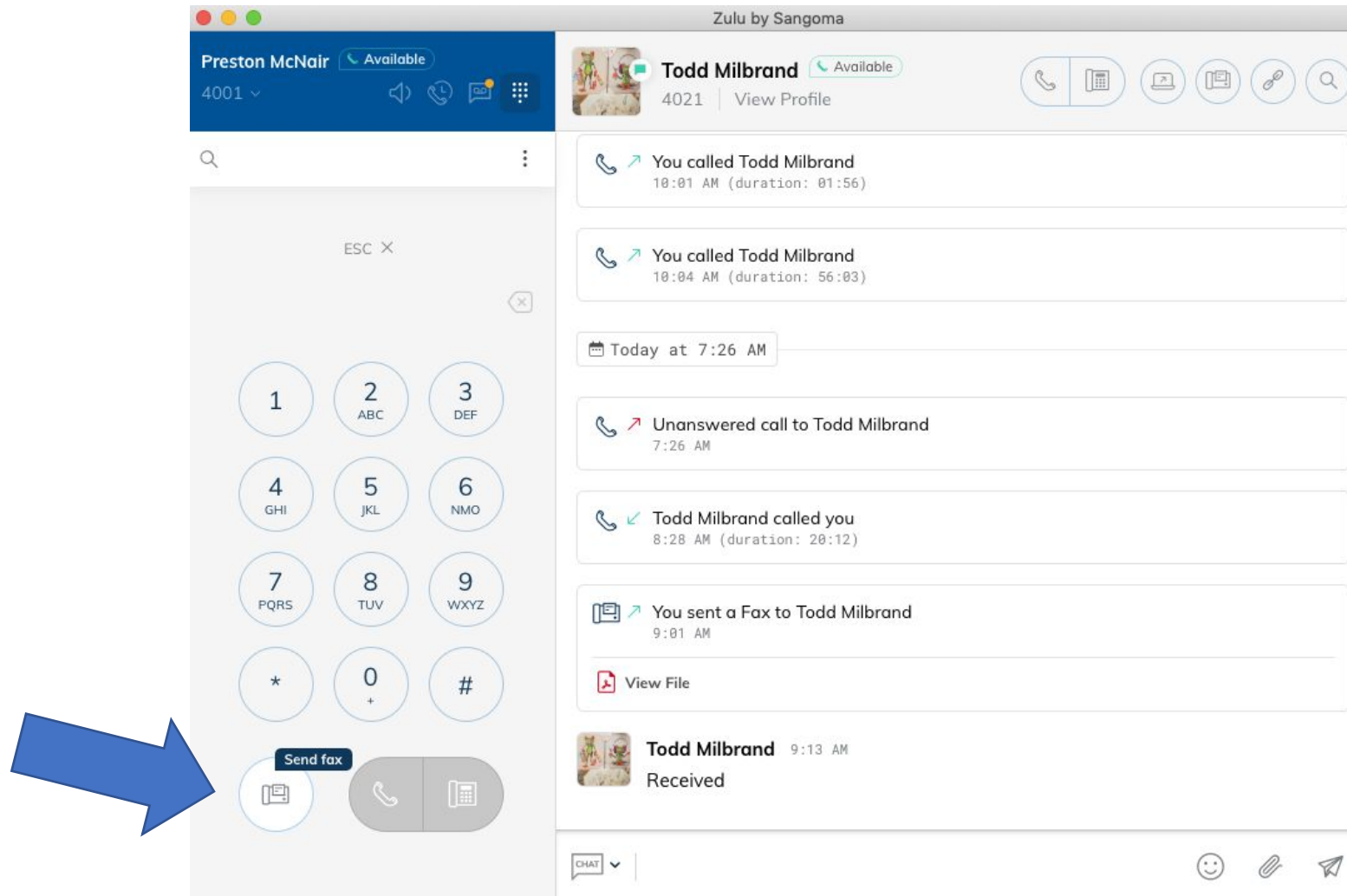
Desktop – File Share



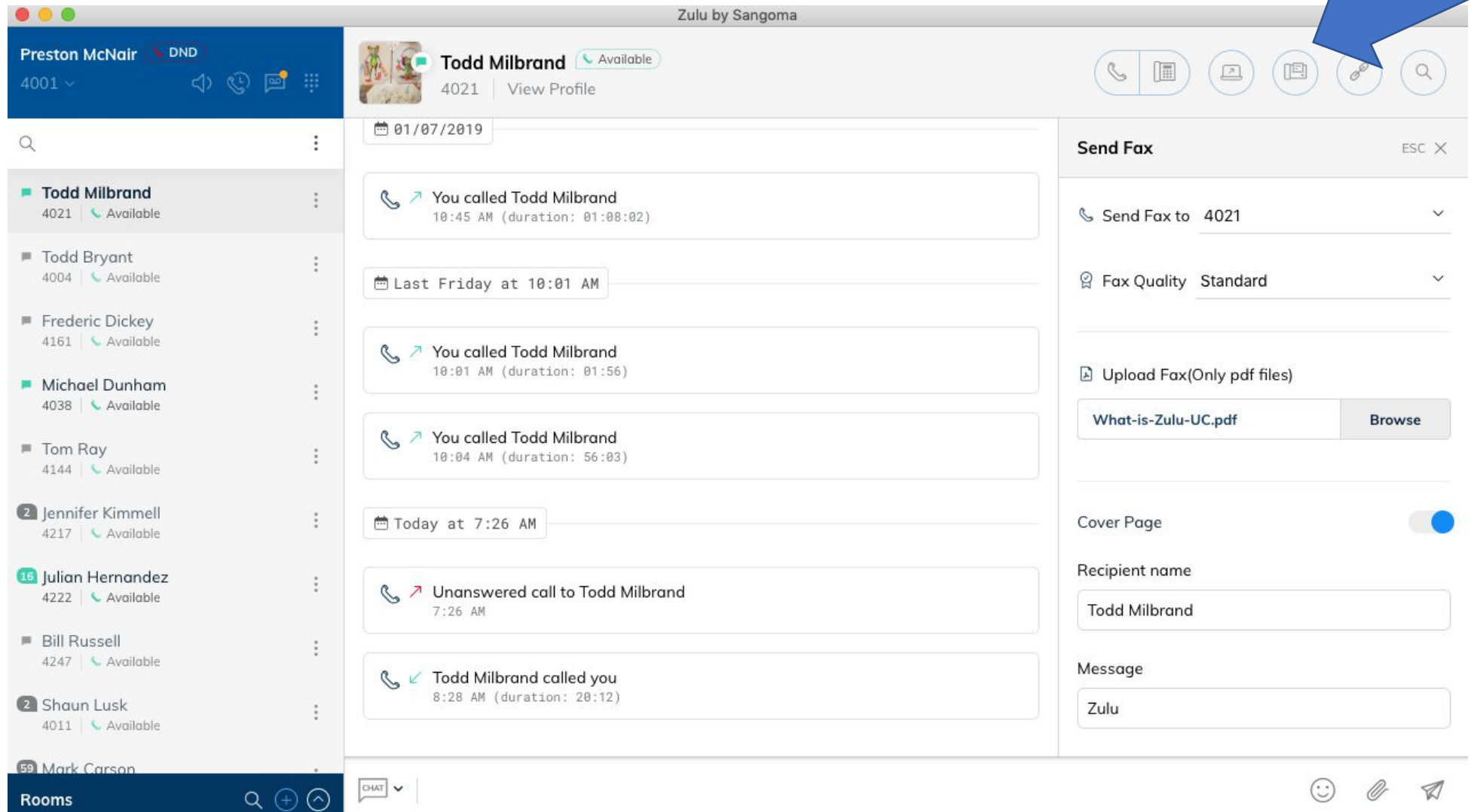
Desktop – Screen Sharing



Desktop – Sending a Fax



Desktop – Fax



The screenshot displays the Zulu by Sangoma desktop application interface. At the top, a header bar shows the user's name "Preston McNair" with a "DND" status, a phone number "4001", and icons for mute, hold, and chat. Below this is a contact list on the left side, including Todd Milbrand (4021), Todd Bryant (4004), Frederic Dickey (4161), Michael Dunham (4038), Tom Ray (4144), Jennifer Kimmell (4217), Julian Hernandez (4222), Bill Russell (4247), Shaun Lusk (4011), and Mark Carson (59). The main area shows a call history for Todd Milbrand (4021) with three entries: "You called Todd Milbrand" on 01/07/2019 at 10:45 AM (duration: 01:08:02), "You called Todd Milbrand" on Last Friday at 10:01 AM (duration: 01:56), and "You called Todd Milbrand" on 10:04 AM (duration: 56:03). Below this, a section for "Today at 7:26 AM" shows an "Unanswered call to Todd Milbrand" at 7:26 AM and a "Todd Milbrand called you" at 8:28 AM (duration: 20:12). On the right side, a "Send Fax" panel is visible, featuring a "Send Fax to" dropdown set to "4021", a "Fax Quality" dropdown set to "Standard", an "Upload Fax(Only pdf files)" section with a file input field containing "What-is-Zulu-UC.pdf" and a "Browse" button, a "Cover Page" toggle switch, a "Recipient name" field set to "Todd Milbrand", and a "Message" field set to "Zulu". A blue arrow points to the fax icon in the top right toolbar.

Desktop – Fax Status



Zulu by Sangoma

Preston McNair DND 4001

Todd Milbrand Available 4021 | View Profile

01/07/2019

You called Todd Milbrand 10:45 AM (duration: 01:08:02)

Last Friday at 10:01 AM

You called Todd Milbrand 10:01 AM (duration: 01:56)


You called Todd Milbrand 10:04 AM (duration: 56:03)

Today at 7:26 AM

Unanswered call to Todd Milbrand 7:26 AM

Todd Milbrand called you 8:28 AM (duration: 20:12)

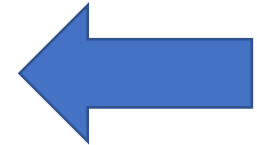
Send Fax ESC X



Sending Fax In Progress

Dismiss

Rooms



Desktop – Fax Complete



Zulu by Sangoma

Preston McNair DND 4001

Todd Milbrand Available 4021 | View Profile

Outgoing fax results ▸ Inbox x Processing Complete! x

Fax Service <fax@freepbx.pbx> to me 9:01 AM (1 hour ago) ☆ ↶ ⋮

Sent to 4021
Status: OK
At: Wed, 16 Jan 2019 09:01:00 -0500
On: uc-85436011
For: Preston McNair

4222 Available

Bill Russell 4247 Available

Shaun Lusk 4011 Available

Mark Carson 59

Rooms 🔍 + ↶

Last Friday at 10:01 AM

- 📞 You called Todd Milbrand 10:01 AM (duration: 01:56)
- 📞 You called Todd Milbrand 10:04 AM (duration: 56:03)

Today at 7:26 AM

- 📞 Unanswered call to Todd Milbrand 7:26 AM
- 📞 Todd Milbrand called you 8:28 AM (duration: 20:12)
- 📠 You sent a Fax to Todd Milbrand 9:01 AM

View File

Send Fax ESC X

Fax was sent successfully

Send another **Close**

📞 📠 📧 🔍

Desktop – Fax Archive in Interactions



Preston McNair

4001

Todd Milbrand

4021

Available

View Profile

Last Friday at 10:01 AM

You called Todd Milbrand

10:01 AM (duration: 01:56)

You called Todd Milbrand

10:04 AM (duration: 56:03)

Today at 7:26 AM

Unanswered call to Todd Milbrand

7:26 AM

Todd Milbrand called you

8:28 AM (duration: 20:12)

You sent a Fax to Todd Milbrand

9:01 AM

View File

Rooms

Send Fax

ESC X

fax-1547647143432.pdf

Sent to Todd Milbrand • Jan 16 2019 9:00:57 AM

ESC X

Total number of pages: 2

Sangoma Technologies

100 Renfrew Drive

Suite 100

Markham ON L3R 9R6 CANADA

905-474-1990

www.sangoma.com

Date: 2019-Jan-16

Page: 1 of 2

FAX

FROM: Preston

905-474-9223

4001

pmcnair@sangoma.com

FOR: Todd Milbrand

4021

MESSAGE:

Zulu

SANGOMA

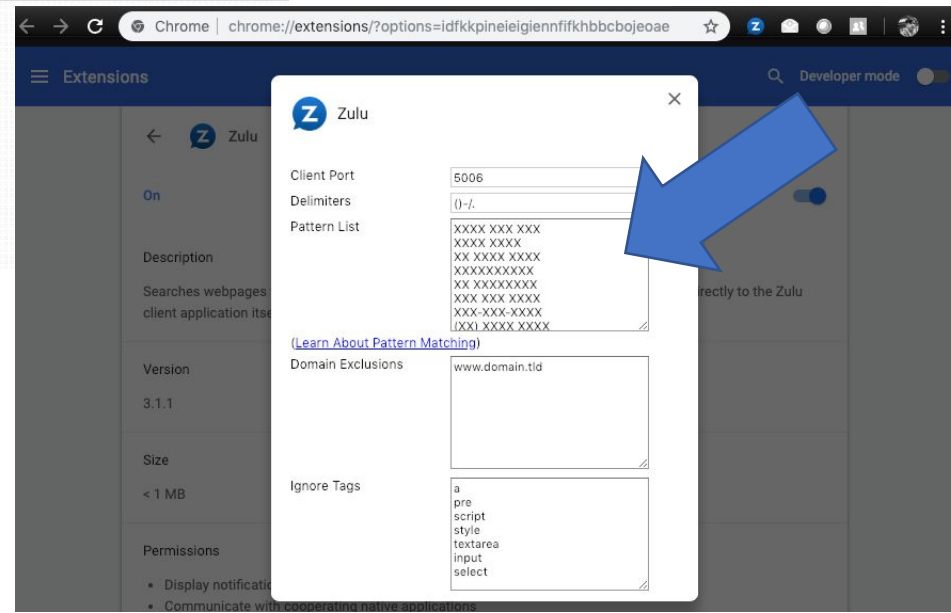
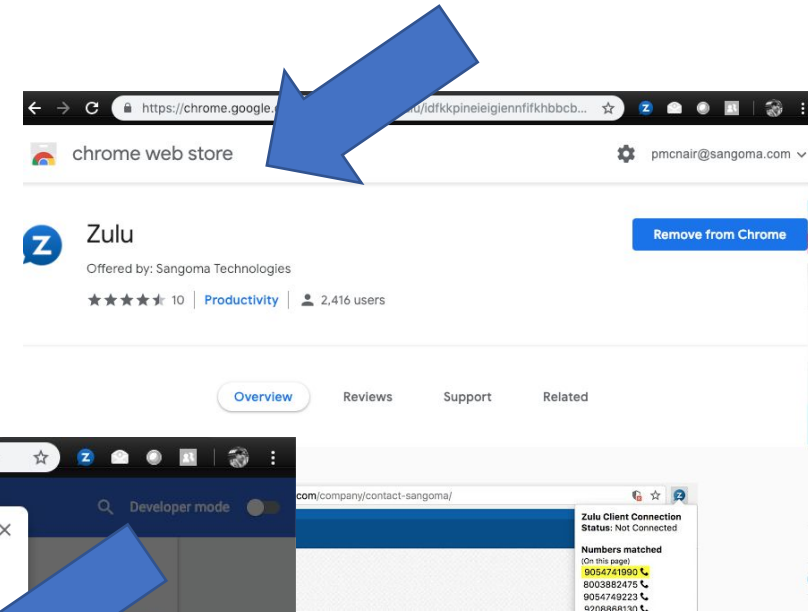
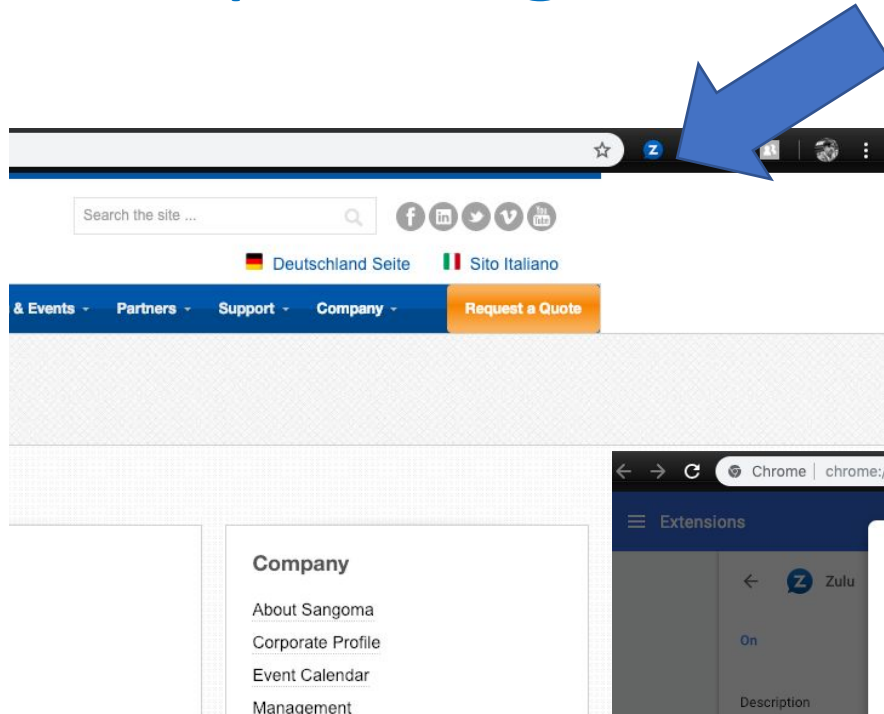
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Desktop – Call Pop

The screenshot displays a desktop environment with a blue background. In the foreground, a call pop notification is visible on the right side. It features a white square with 'PM' in green, the name 'Preston McNair' in white, the number '4001' in white, and the text 'is calling you' in white. Below this text are three circular icons: a speaker, a green phone handset, and a red phone handset. A large blue arrow points to the right side of the call pop. In the background, a web browser window is open, showing the Sangoma website. The browser's address bar displays 'https://www.sangoma.com/products/zulu/'. The website has a blue header with the Sangoma logo and navigation links. The main content area is titled 'Zulu Desktop and Softphone Integration' and features a large image of a laptop displaying the Zulu UC interface. An orange banner over the laptop image says 'Need anything? Start a chat.' and a blue button below it says 'Chat with Sales'. The browser's top bar shows the date 'Wed Jan 16 11:17 AM' and various system icons.

Desktop – Plugins for Chrome and Firefox



Desktop – Click to Call

← → ↻ <https://www.sangoma.com/company/contact-sangoma/> ☆ Z

SANGOMA Search the site ... f in v y

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Home Products Solutions Purchase Resources News & Events Partners Support Company Request a Quote

Contact Sangoma

» Company » Contact Sangoma

Canada Locations

Toronto Office
Sangoma Technologies
100 Renfrew Drive, Suite 200, Brampton ON L3R 9R6 CANADA
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Sangoma Technologies
445 Jan Davis Drive NW
Huntsville, AL 35806

California Office

Company

About Sangoma
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Event Calendar
Management
News Releases
Speakers
Awards
Investor Relations
Annual Financial Reports
Quarterly Financial Reports
Contact Us
Media and Marketing Cor
Ordering Sangoma Produ
Careers

Zulu by Sangoma

Preston McNair Available 4001 View Profile


+19208868130

SEARCH RESULTS ESC X

Your search did not match any results

Preston McNair is not connected to Zulu and might not receive your chat messages

Profile ESC X



Preston McNair is offline

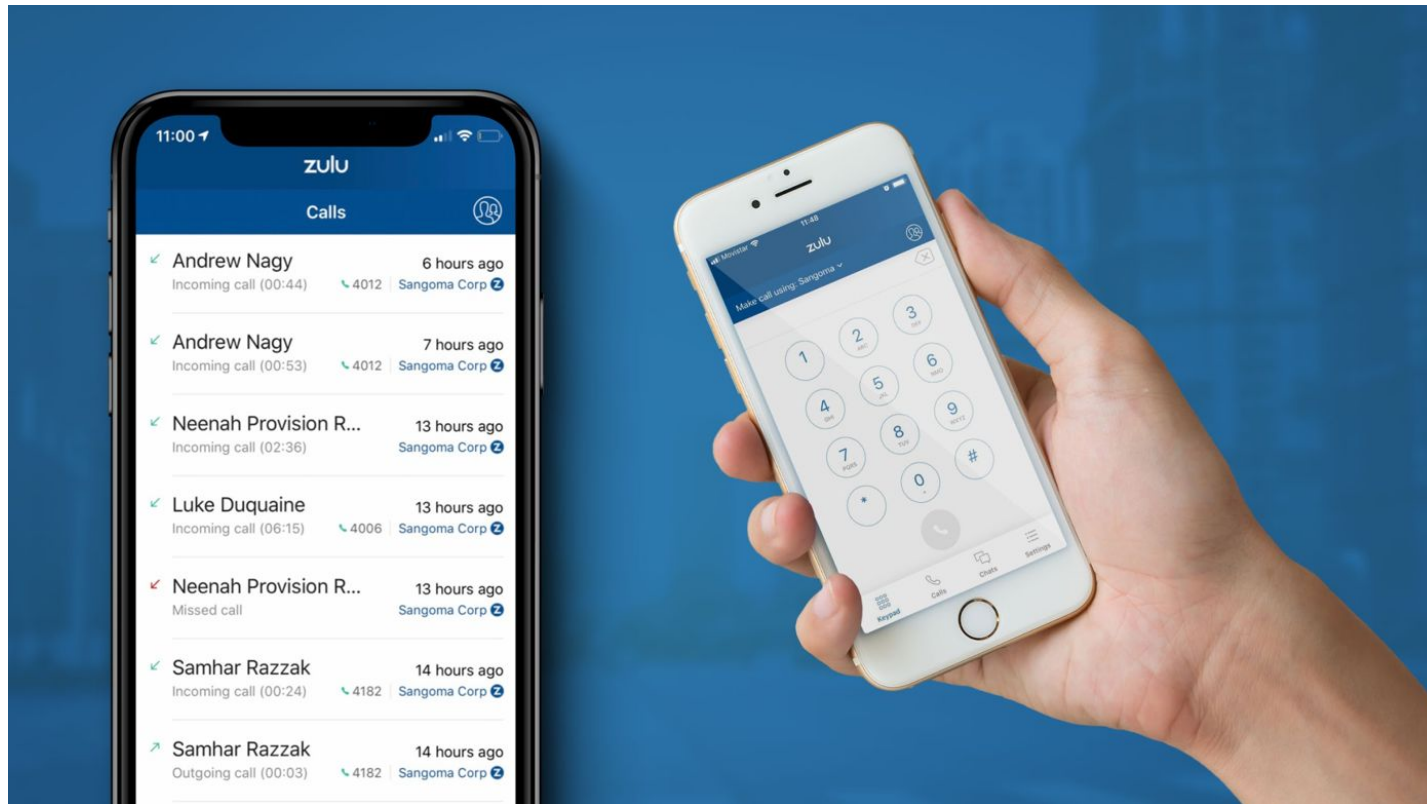
Company Sangoma Technologies
Position VP of Sales, Americas

Work 9209670644
Internal 4001
Mobile 18438675309
Email pmcnair@sangoma.com

CHAT

Copy
Print...
Make Call
Inspect

Mobile



Zulu UC Mobile Client

- Android & iOS Versions
- CURRENTLY IN BETA!



Licensing

Purchase Zulu for FreePBX at
portal.sangoma.com

2-User 1-Year FreePBX License: FREE!

20-User 1 Year License:\$199

1000-User 1 Year License \$1,999

PBXact

Zulu UC comes included with All PBXact
Systems



More Information

- Sangoma University – training.sangoma.com
 - Free Online Training Classes
 - In depth classroom training
- User Guides located at:
 - Wiki.freepbx.org | wiki.Sangoma.com
- Contact your Sales Rep
- Online Sales Chat FreePBX.org and Sangoma.com
- Community Forums at community.freepbx.org



More Information

- Zulu Mobile is still beta, set to be released Q3.
- Zulu 3.2.3 Desktop Update **now available!**
 - Improved Calling. Which means call setup times are much faster and reliable in spotty networks too
 - Enhanced Click-to-Call. System wide you can now click on any phone number to dial out from Zulu. And it's very easy to set-up
 - Early Media Support. so now users can hear announcements while the calling is being connected, such as prompts for PINs for international announcements , IVRs or voicemails.
 - Notification Counter in the dock so that you will know when you've missed an interaction

THANK YOU!



We Are VoIP Supply

Join Our Team



Tom Uhteg
Solutions Consultant
(716) 531-4265
Tuhteg@VoIPSupply.com



Mark Carson
Channel Account Manager
(920) 215-0279
mcarson@sangoma.com