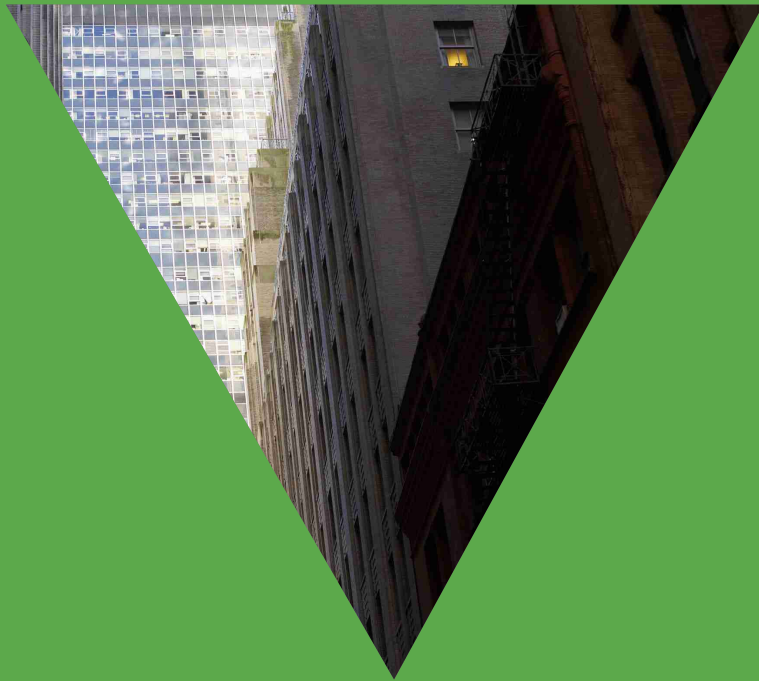


VOIspeed UK



Reseller Opportunities
Leading in Quality, Leading in Margins

2008



For further information visit our website: www.prontopbx.com
or contact VOIspeed UK directly on 01727 848186.

Silver

Description

Silver is our entry level partner programme designed for Telecom and IT Resellers targeting smaller businesses or for Resellers who simply wish to take the first step into the IP PBX software telephony market.

Silver partners can resell two Pronto PBX products

- Pronto Lite
- Pronto Plus

Benefits

- Technical and installation support
- Full product training
- Access to Pronto marketing material

Leading Sales Margins

- 20% on Pronto Lite
- 20% on Pronto Plus
- 30% on VOIspeed USB Phones
- 30% on VOIspeed IP Phones
- 30% on VOIspeed ISDN card

For VOIspeed prices please refer to price list



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Gold

Description

Gold is our fully licensed partner programme designed for telecom and IT resellers with a proven commercial understanding of the telecoms industry, targeting businesses of all sizes or for Resellers who are aggressively pursuing the IP PBX software telephony market.

Gold resellers can resell the entire Pronto PBX product range which includes the entry level off-the-shelf Pronto products:

- Pronto Lite
- Pronto Plus

Along with the complete entry level product range, our bespoke IP PBX Pronto Pro range is targeted to all businesses and is the perfect solution for companies with unique requirements.

Pronto Pro

With Pronto Pro, customers benefit from increased business functionality including Call Recording, Call Intrusion and Integration with 3rd party software and can have as many extensions as required.

Benefits

- Technical and installation support
- Full product training
- Sales support
- Direct access to Pronto marketing material and activity planning support
- Direct provisioning capability
- Lead management
- Pronto software license for larger sales margins

Leading Sales Margins

- 25% on Pronto Lite
- 25% on Pronto Plus
- 50% on VOIspeed USB Phones
- 45% on VOIspeed IP Phones
- 40% on VOIspeed ISDN card



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White

Description

White is a white label version of our fully licensed Gold partner programme. It is designed for telecom and IT resellers with a proven commercial understanding of the telecoms industry, targeting businesses of all sizes or for resellers who are aggressively pursuing the IP PBX software telephony market.

Our White solution is different from Gold in that it allows the reseller to re-brand software interfaces and equipment therefore selling a complete own branded solution.

Benefits

- Technical and installation support
- Training
- Logo customisation, VOIspeed's product excellence
- Enhancing White label partners brand equity
- Direct provisioning capability

VOIspeed's white label programme delivers a leading IP PBX software solution with a complete suite of hardware allowing not only for the substantial margins available through the Gold programme but also the ability for strong brand development and customer brand equity.

Leading Sales Margins

White partners are signed as fully licensed resellers enabling them to sell the entire VOIspeed product range as their own brand for a monthly license fee dependant on volume.