

Sangoma/Digium Phone Round-up Zulu UC

Presented By:

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Let's Build a Strong Partnership

Presented by:

Tom Uhteg

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We Are VoIP Supply

Reseller Benefits



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

NEW 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



Asterisk 16 and FreePBX 15

Several new improvements were made in Asterisk 16 and FreePBX 15 including advanced capabilities that provide developers with the tools to create robust applications.

The flyer is titled "FALL GOLD" in white text on an orange background. Below the title, it says "The Leaves Are Not the Only Thing Turning Gold!" in blue. Underneath, it lists "Agents & Resellers". There are two boxes: one for "Earn Up To 2x MRR on SIPStation" with the SIPSTATION logo, and another for "Earn Up To 4x MRR on PBXact Cloud" with the PBXACT logo. A section titled "How To Get Your Gold:" follows, with details about selling Sangoma SIPStation and PBXact Cloud services by December 31, 2018. It also mentions that SPIFF requires a current Sangoma Partner Agreement and will be issued after the customer's first full paid service invoice. The bottom of the flyer features the URL sangoma.com/cloud-services/ and an image of gold coins and bars.

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



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.



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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Partner Program Details



Partner Program Overview

- Outstanding VoIP & Unified Communications Quality
- Deliver industry-leading value
- Get the help you need to grow your business
- Incentives you want, to make it easier to win sales with exceptional margin



Program Benefits

- Better Margins (Discounts from 10–60%)
- Access to marketing programs & our creative staff
- Access to NFR products & Web Specials
- Pre-sale & post-sales support available
- Discounts on Education Courses and Certified Training
- Utilize solutions ranging from Open Source to OEM turnkey
- White label commercial platforms
- Backed by direct developer/manufacturer support
- Dedicated Account Manager

Sangoma Phone Round-up



Why Sangoma Phones?

- Launched early 2016
- Our partners asked for it
- Logical next step for Sangoma after investing in PBX
- Single vendor solution
 - The phone on the desk is what creates the PBX brand
- Opportunity to tightly integrate with FreePBX / PBXact
- Increase the revenue per sale and create great Sangoma product bundles



Sangoma IP Phones Key Features Summary

- Designed to work with FreePBX / PBXact – Single Vendor
- Zero-Touch Provisioning with EndPoint Manager (EPM)
- FreePBX / PBXact Phone Apps integration
- VPN client built-in – security and encryption
- Simplify installation and Configuration
 - Power over Ethernet (POE) – no need for under the desk power supply units
 - Dual Ethernet ports with built in switch – only 1 Ethernet cable per desk required
- Great Voice Quality
 - Full duplex speakerphone
 - HD Codecs
- Built in 5-way conference calling
 - On the fly, no need to schedule conference bridge



Overview

- HD voice for great sounding audio
- 5-way conference calling
- Headset compatible
- Built-in speakerphone for hands-free calling
- PoE
- VPN to FreePBX or PBXact
- Zero Touch Provisioning



Phones Made Specifically for FreePBX & PBXact

- Plug & Play
- Built in Security
- Phone Apps
- 5-Way Conferencing
- High Definition Voice
- Flexible Range of Models to Suite any Organization
- PoE Support
- Advanced FreePBX Applications for our Phones
 - EndPoint Manager
 - Phone Apps
 - End User Device Management

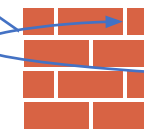
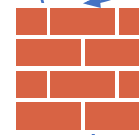


PBX Feature Integration

- Call Recording Button
- Custom Ringtones
- PBX overrides functions
 - Ring Volumes
 - Page / Intercom Volumes
- Phone GUI / PBX Admin Override Rules
- Contact Image Caller ID
- Smart BLF Key Presses
 - Short press/long press Options
- EPM managed Hot lining
- And So Much More – check out our wiki and phone webinars!

Integrated Directly with PBX VPN

- VPN Client Included in Phone
- Allows remote users to securely and easily access PBX
 - No need for separate VPN router
 - Allows PC port to traverse firewalls if authorized



VPN allows calls to traverse firewalls and ensures secure connection



Phone uses built in VPN client

Complete Line of Sangoma Phones



s205



s305



s400 | s405



s505






s705

EXP100



DC201

Sangoma Phone Family – Entry Level Phones

		
<p>s205 MSRP \$59</p>	<p>s305 MSRP \$89</p>	<p>s400/s405 MSRP \$109/\$124</p>
<p>Great Basic Features with one SIP account competitive, entry-level price point.</p>	<p>Entry Level, competitive price point with Backlit LCD</p>	<p>Full Featured Entry Level Phone with Backlit LCD and support for PBX phone applications</p>
<p>1 SIP Account</p>	<p>2 SIP accounts</p>	<p>3 SIP Accounts</p>
<p>Full Duplex Speaker Phones</p>		
<p>5 Way Conferencing</p>		
<p>Dual Ethernet Ports 10/100</p>		<p>Dual Ethernet Ports s400: 10/100 s405: Gigabit</p>

Sangoma Phone Family – Advanced Phones

		
<p>s505 –MSRP \$149</p>	<p>s705 – MSRP \$229</p>	<p>DC201 – MSRP \$199 handset/base \$99.00 base only</p>
<p>Our most popular model for the SMB/Enterprise User</p>	<p>Most feature rich Executive Level phone with integrated Wi-Fi & Bluetooth</p>	<p>Cordless VoIP solution for Small Businesses (N. America, EU and UK)</p>
<p>4 SIP Accounts</p>	<p>6 SIP Accounts</p>	<p>Supports up to 20 Handsets/5 simultaneous calls</p>
<p>Dual Ethernet Ports 10/100/1000</p>		<p>Up to 50 meters of indoor range</p>
<p>3.5” Color Screen</p>	<p>4.3” Color Screen</p>	<p>1.44” Color TFT (handset)</p>
<p>8 keys – 28 programmable features</p>	<p>10 keys – 45 programmable features</p>	<p>8-hour talk & 75 hour standby</p>

Sangoma Phone Apps



Queue Agent



Presence



Queues



Transfer to Voicemail



Conference Rooms



Time Conditions



Do Not Disturb



Parking



Follow Me



Call Flow Control



Login / Logout



Visual Voicemail



Call Forward

DC201 DECT Base + Handset System

- D10 Handset

- 1.44" TFT display
- Up to 2 simultaneous calls per handset
- Standby time up to 75 hours, Talk time up to 8 hours
- Range up to 50m indoors (164 feet) (54 yards)
- Headset connector (3.5mm)
- Paging, intercom, auto-answer, call hold, call transfer, 5-way conference, DND, caller ID with name and number
- Wideband audio (G722) support
- 1m drop protection

- DB20 Base Station

- Up to 5 simultaneous calls
- Up to 20 DECT Cordless Handsets (Additional Handsets Sold Separately)
- Enable TLS and SRTP encryption for privacy and security
- Auto-Provisioning with Sangoma EndPoint Manager



EXP100 Expansion Module

- Large 160x320 graphic LCD display
- 20 programmable hard keys for up to 40 programmable features
- 2x control keys for quickly switching pages
- Daisy-chain up to 6 modules for up to 240 programmable keys *Up to 50 BLFs
- Compatible with Sangoma s500 & s705



Digium Phone Round-up



- D60
- D62
- D65

Available immediately and configurable in EPM PBXact & OSS

- Value Phone
- 100-base Ethernet w/ PC-port pass-through
- 2 Line keys (unused as BLF)
- RJ9 and EHS Headsets
- 4.3 inch full-color screen
- MSRP: \$139 USD



• Gigabit Value Phone

- 1000-base Ethernet w/PC-port passthrough
- 2 Line keys (unused as BLF)
- RJ9 and EHS Headsets
- 4.3-inch full-color screen
- MSRP: \$189 USD



• Feature Phone

- 1000-base Ethernet w/ PC-port pass-through
- 6 Line keys (unused as BLF)
- Scrolling key for BLF pages
- RJ9 and EHS Headsets
- Bluetooth Headset
- 4.3-inch full-color screen
- MSRP: \$239 USD



UC Client for End User





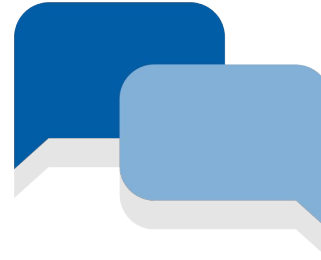
Faxing

It includes the Fax Pro module and Fax enabled, you can send faxes from both Outlook and the Zulu UC Widget in addition to the UCP.



URL Pop / CRM

Call announcement settings allow the PBX to inform Zulu to open a web browser on an inbound route or at queue level in the PBX GUI.



Chat y SMS

Instant messaging and SMS compatible with SIP trunking. You can also send messages from the UCP



Click to Call

Zulu UC allows to do click-to-call within email, contact lists and websites.



Soft Phone

Softphone for Windows, Linux and MAC. Automatic configuration with Zulu client. Does not require standard VoIP registration or media ports. Provides greater support through multiple networks.

UC Client for End User (Zulu 3.0)

The screenshot shows the Zulu 3.0 UC Client interface. On the left is a sidebar with a search bar and a list of contacts. The main area shows a chat window for Preston McNair (4001) with a status of 'Available'. The chat history includes a missed call, an incoming call, and an outgoing call. A file named 'PBXact_System_75.png' is being shared, with a caption 'Este es el equipo que soporta 75 usuarios'. The interface includes a top bar with a 'Click to Call' button and a 'Fax (send and receive)' button. A bottom bar has a 'CHAT' button and an 'SMS sending' indicator. A 'Group Chats' section is visible at the bottom left of the sidebar.

Presence Management

Click to Call

Fax (send and receive)

Web Notifications

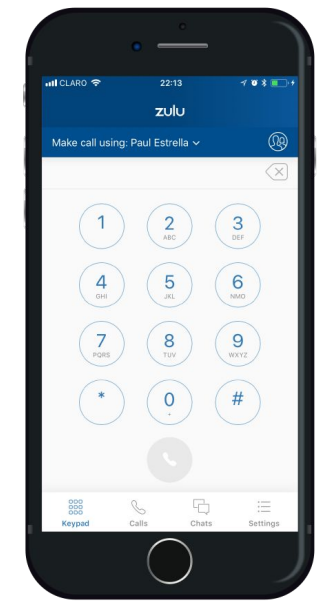
Contacts

Event Window (Chat, History, Voicemail)

File Sharing

SMS sending

Group Chats



Take Zulu with you!

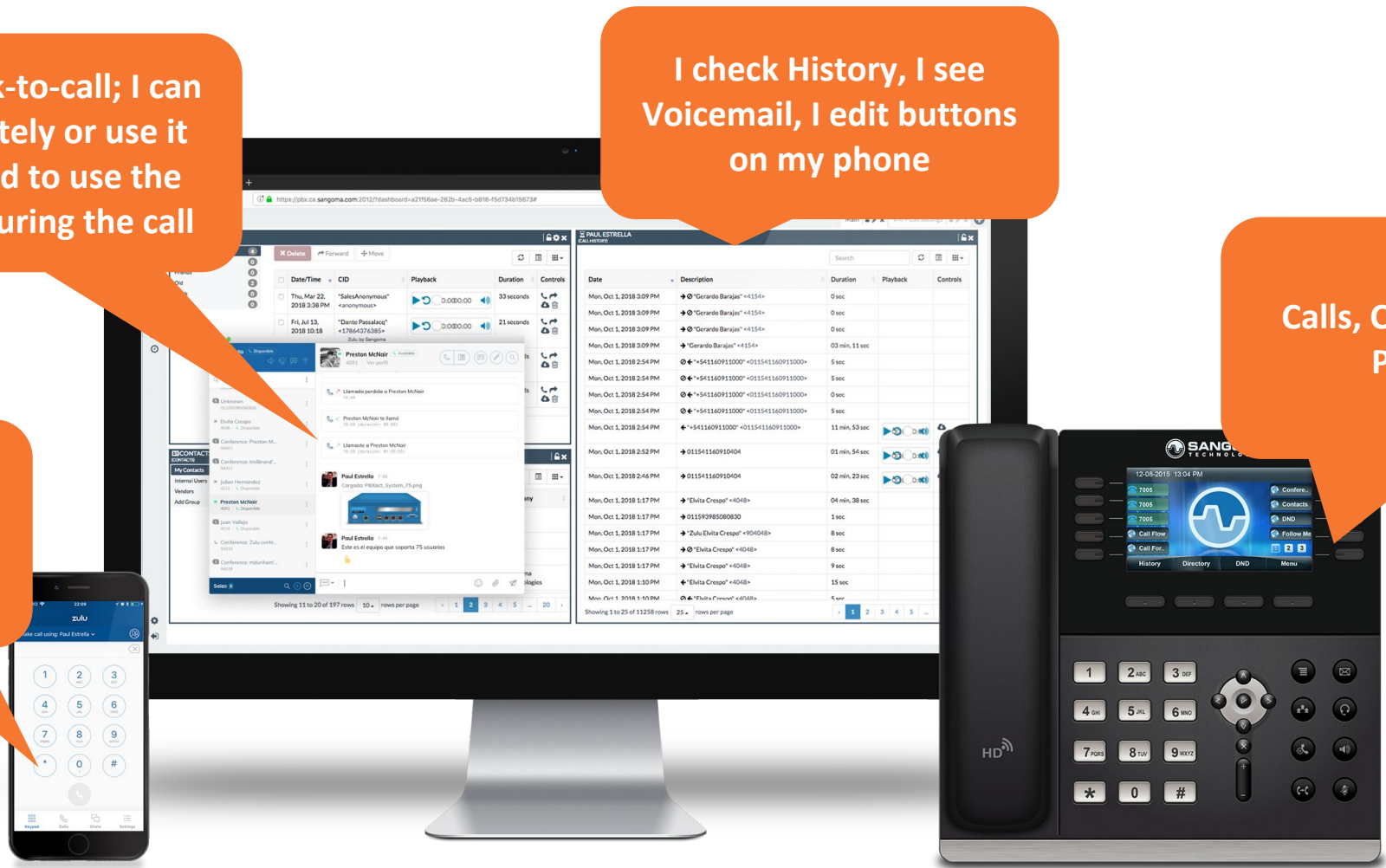
Combined Interaction

I can do click-to-call; I can use it remotely or use it when I need to use the computer during the call

I check History, I see Voicemail, I edit buttons on my phone

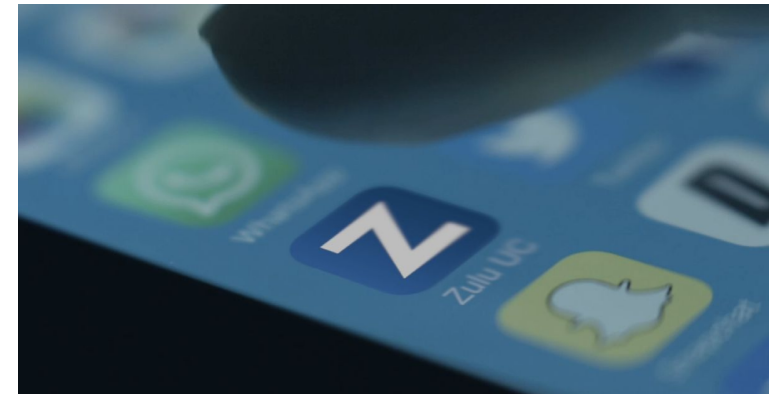
Calls, Conference, Speaker PHONEAPPS!!!

I leave office, I move, I keep receiving calls



Zulu UC

- WebRTC based Desktop Softphone & Mobile client (iOS and Android) for FreePBX & PBXact IP Phone Systems
- Improves Productivity & Collaboration
- Send & Receive SMS / Fax
- Call Pop for Web-based CRM Integration
- Presence Control
- File Transfer
- Built-in Chat & Screen Sharing Improves Collaboration Between Staff & Colleagues
- Zulu Mobile



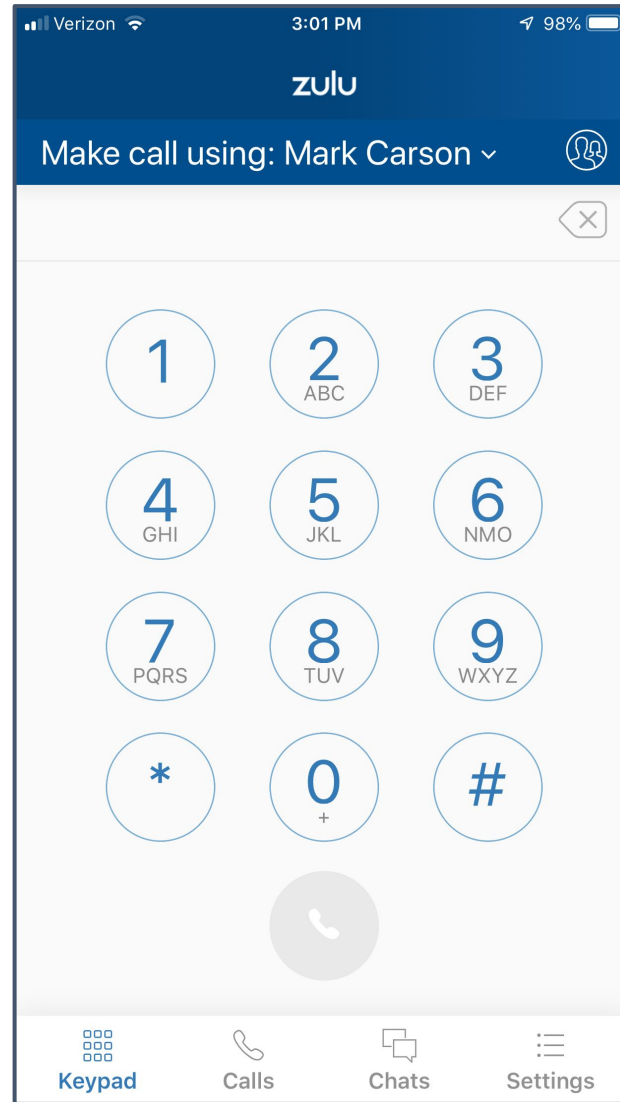
Zulu UC – Included with Each PBXact Seat!

- Click-to-Call
 - Outlook
 - Chrome & Firefox
- Faxing
- SMS Messaging
 - Requires SIPStation
- URL Pops
- Built in Soft Phone
- Desktop App – Call Popups – Origination
- Supported on:
 - Windows
 - MAC
 - Linux
- Sangoma CRM Support
 - Sugar CRM
 - Suite CRM
 - More Coming Soon!



Zulu Mobile (Beta)

For Android & iOS



Sangoma IP Phones Key Selling Features

- Single Vendor - Designed to work with FreePBX / PBXact
- Zero-Touch Provisioning with EndPoint Manager (EPM)
- FreePBX / PBXact Phone Apps integration – advance phone features!
- VPN client built-in – security and encryption



THANK YOU!

Any Questions?

SANG*QMA