



WHAT YOU NEED TO KNOW ABOUT THE
**UNIVOIP CHANNEL
PARTNER PROGRAM**



IF YOU ARE AN MSP OR TECHNOLOGY BUSINESS BROKER INTERESTED IN GROWING YOUR BUSINESS,

you need to know about the UniVoIP Channel Partner Program. You can grow your business with a provider who offers a human touch, white-glove service, the right technology, and the engineer-focused team you need to exceed your customers' expectations.

The UniVoIP Channel Partner Program ensures that partners, and their customers, are provided a full range of leading-edge and cost-effective solutions backed by a team of highly trained professionals who make customer service a personal priority.

Read on to discover how you can maximize your MRC with our program.

WHY UNIVOIP ESTABLISHED A PARTNER PROGRAM



Since 2005, we've been known for our service focus, continuous innovation, attention to relationship management, and cost-effective pricing.



We offer a Direct Route for Microsoft Teams solution that helps customers maximize their investment and gain a true enterprise-grade PBX phone system.



We won awards and scaled our channel community – welcoming quality partners.



We're dedicated to leading the channel as a "channel-centric" provider with a goal to empower partners with tools and solutions that will continue to delight both anchor and new customers.

THE FOUR WAYS YOU CAN WORK WITH UNIVOIP

1

CHANNEL PARTNERS

- ✓ Channel Partners can sell Direct Route for Microsoft Teams, UCaaS, omnichannel contact center solutions, and more. We're the only cloud communications provider that guarantees your customers' satisfaction, and our low 0.25% churn rate proves that it works.
- ✓ You can earn unlimited income with no minimums, quotas, or exclusivity clauses.
- ✓ Your customers will have instant issue-resolution with our engineer-focused team, white-glove service, and 24/7/365 U.S.-based support.
- ✓ Your customers will love the affordable cost of your services because of our unbeatable pricing.

THE FOUR WAYS YOU CAN WORK WITH UNIVOIP

2

WHITE-LABEL PARTNERS

- ✓ White-label partners sell a range of UniVoIP solutions under their own brand.
- ✓ You can scale your business and maximize profitability with pricing that is lower than the industry average.
- ✓ You can quickly set up customers with fully customizable white-label UCaaS and white-label CCaaS solutions.
- ✓ UniVoIP delights your customers with our 24/7 U.S.-based support staff that is largely made up of engineers.
- ✓ Your customers will see you as the technology expert, and we'll provide you with comprehensive branding support that includes lots of resources to help you grow sales.

THE FOUR WAYS YOU CAN WORK WITH UNIVOIP

3

REFERRALS AND AFFILIATES

- ✓ Your referred customers get easy onboarding, unbeatable pricing, 24/7/365 support, and unparalleled technology.
- ✓ You get a consistent revenue stream, and pocket the money, while we keep your referrals happy.

4

SOLUTIONS DEVELOPMENT PARTNERS

- ✓ Solutions Development Partners build apps with UniVoIP's platform and APIs.
- ✓ We help you build – or do the building for you.
- ✓ We'll help you build brand awareness to grow your user base.
- ✓ We'll work with and support your unique idea using the power of the cloud.

BEAT YOUR COMPETITION WITH UNIVOIP'S DIRECT ROUTE FOR MICROSOFT TEAMS

- ✔ One of UniVoIP's premiere services is a purely cloud-based Direct Route calling solution for Microsoft Teams, which is a high-demand service in many industries.
- ✔ UniVoIP's Direct Route is geographically redundant, resilient, and scalable.
- ✔ With no single point of failure, the solution can automatically recover or self-heal in case of a disruption.
- ✔ Our partners have full control and visibility into their customers' activities.
- ✔ A self-serve portal allows our partners to sell this solution without heavy support from UniVoIP.



ADVANTAGES OF UNIVOIP'S DIRECT ROUTE FOR MICROSOFT TEAMS

- ✓ Teams represents an all-in-one platform where users can collaborate on a level not previously available.
- ✓ Initially used only for internal communications, the advent of Direct Route now lets your customers use the platform as a true business phone system or PBX.
- ✓ Your customers can use Teams on desktops, web browsers, or a mobile app that is supported by all major operating systems.
- ✓ Your customers can take advantage of cheaper call rates, flexibility, security, and more technical support.



YOU CAN SELL UCAAS WITH UNIVOIP'S AWARD-WINNING SOLUTIONS

- ✓ Your customers will communicate from anywhere, on any device, using OfficeConnect™ to provide secure unified voice, conferencing, messaging, fax, and more.
- ✓ Your large customers can take advantage of our Enterprise VoIP solutions that power optimized customer experience, mobility, productivity, and collaboration solutions with best-in-class data security.
- ✓ All your customers will reduce costs while receiving our industry-leading customer service that will make you the hero in their communications journey.



YOU CAN SELL CCAAS WITH UNIVOIP'S AWARD-WINNING SOLUTIONS

- ✓ UniVoIP's omnichannel cloud contact center solution ensures a truly customer-centric communication strategy delivered seamlessly across all customer service touchpoints, including SMS, email, SM, web chat, voice, and self-service options on any device.
- ✓ Your customers will maximize profitability with intelligent agent-customer interactions.
- ✓ Real-time and historical analytics give your customers' supervisors and managers the insight they need to ensure goals are met and to identify areas for improvement.
- ✓ Your customers will reduce costs while receiving our industry-leading customer service.



UNIVOIP'S CHANNEL PARTNER PROGRAM HELPS YOU GROW YOUR BUSINESS

- ✓ Partnering with an established provider is a way to grow quickly without the expense of adding staff or maintaining new technology.
- ✓ As a UniVoIP partner, you can offer leading-edge solutions and outstanding customer service from an engineering-focused industry leader to satisfy existing customers and attract new ones.
- ✓ **Find out why UCaaS partners should offer Direct Route for Microsoft Teams** that will create an integrated communications environment where your customers can shine.
- ✓ Or, **get in touch with us today** to get started!

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