



A GUIDE TO GROWING YOUR BUSINESS

With the UniVoIP Partner Program



WHAT DO YOU NEED IN A CLOUD COMMUNICATIONS PROVIDER?

- ✓ A reliable partner that can help you avoid common client objections?
- ✓ A full range of products and services your clients demand?
- ✓ A dedicated team that offers sales and client support?
- ✓ A long track record of outstanding customer service?
- ✓ A history of success in customizing solutions in a range of target markets?

UniVoIP can meet those requirements – and more.

We're the only unified cloud communications provider that delivers a CEO-level experience at every customer and partner interaction.



We deliver the products and services your clients want using secure, cloud-native architecture.

SELLING UNIVOIP: A RELIABLE PARTNER

- ✔ We believe that companies have withstood poor customer service from carriers for too long.
- ✔ We aim to not just deliver user-friendly, secure, and affordable cloud communications technology but to show both our partners and their customers that working with a provider can be a positive, helpful, and welcome experience.

UniVoIP is the last cloud communications solution your customers will ever need. We guarantee near-total customer success for our partners because of our historic, industry-leading, low churn rate.



UNIVOIP OFFERS A FULL RANGE OF PRODUCTS AND SERVICES YOUR CLIENTS DEMAND

Selling UniVoIP is easy!

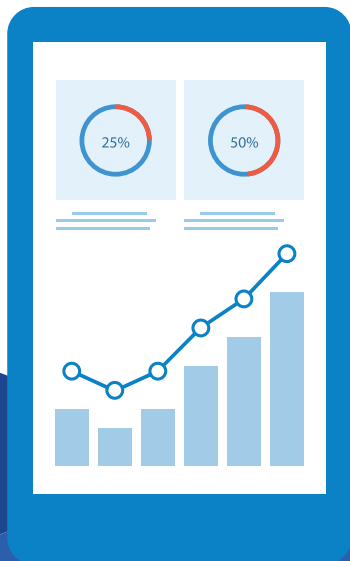
- ✔ **Cloud Voice for Microsoft Teams** – Deliver maximum collaboration and productivity on any device
- ✔ **OfficeConnect™ Cloud-Based Phone Systems** – Secure unified voice, conferencing, messaging, fax, and best-in-class audio and video conferencing
- ✔ **UniBridge Virtual Conferencing** - Break down geographical boundaries to create powerful team meetings where your customers can share screens and files
- ✔ **Omnichannel Contact Centers** – A 100% scalable cloud cross-platform contact center solution that offers tools for multimedia engagement, business intelligence collaboration, mobility, and analysis – hosted and managed on a single platform



UNIVOIP'S FULL RANGE OF PRODUCTS

Selling UniVoIP is easy!

- ✔ **Software-Defined Wide Area Networking (SD-WAN)** – A reliable, scalable, cost-effective, and agile network solution that is especially advantageous for your global clients
- ✔ **UniVoIP Phones** – Phone systems that provide unified voice and video communications and best-in-class productivity for executives and managers
- ✔ **Conferencing and Peripherals** – Video collaboration bundles to enhance internal and external communications
- ✔ **Secure Softphones and Apps** – An innovative, screen-based receptionist IP console that puts the benefits of a hardware console on the attendant's PC screen



UNIVOIP LETS YOU GROW YOUR BUSINESS BY SATISFYING EXISTING CUSTOMERS AND REACHING OUT TO NEW ONES

As a participant in the UniVoIP Partner Program, you'll be able to expand your potential customer base.

- ✔ UniVoIP really shines when helping customers that other cloud communications providers are afraid to tackle
- ✔ We're at our best helping customers with complex or outside-the-box requirements

We're confident we can make you a hero with those customers you can't afford to disappoint.



COMMON REASONS WHY BUSINESSES DON'T WANT TO MOVE THEIR COMMUNICATIONS TO THE CLOUD

- ✓ They believe their communications requirements are too complex for any provider to handle
- ✓ They're afraid they may not get all the features they need
- ✓ They've had a bad experience with another cloud communications provider
- ✓ They're worried about security and downtime

The UniVoIP Partner Program lets you dispel those fears.

UniVoIP is the only cloud communications provider that delivers a CEO-level experience at every customer and partner interaction.



With an industry-low churn rate of .25% we guarantee total customer success for our partners.

CHOOSING TARGET CUSTOMERS

UniVoIP doesn't make you choose target customers based on the number of seats they have. We can turn your customers into raving fans whether they need to manage 50 seats or thousands. Other criteria include:

- ✔ Customers looking for integrations to other systems, including CRMs or ecommerce, and more
- ✔ We work with businesses across any vertical, but have a special affection for banking, medical, and contact center businesses
- ✔ Customers using, or wanting to migrate to, Microsoft Teams
- ✔ Any business that wants input into the development of a custom solution



UNIVOIP IS THE PERFECT PROVIDER FOR YOUR CLIENTS WHO

- ✓ Ask about migrating to Microsoft Teams
- ✓ Need to solve a complex problem in their enterprise
- ✓ Need to implement a solution that will easily scale across thousands of seats
- ✓ Want to add layers of solution integration
- ✓ Have been burned by a cloud communications provider in the past
- ✓ Have complex needs and don't believe there's a provider out there who can help them
- ✓ Ask about the customizable aspects of a cloud communications solution



IF YOU'RE INTERESTED IN SELLING UCAAS, UNIVOIP IS YOUR BEST CHOICE

Our Partner Programs offer unbeatable pricing, instant issue resolution, and 24/7 U.S.-based support

- ✓ Our channel partners enjoy unlimited income and a dedicated channel manager
- ✓ Our white-label partners get comprehensive branding support to scale their business and maximize profitability under their own brand
- ✓ All of our partners see outstanding client retention



IF YOU WANT TO GROW YOUR BUSINESS, SELLING UCAAS IS A KEY STRATEGY

You Can Become Your Customers' Hero by Selling UniVoIP
Contact Us to Learn More About How the UniVoIP Partner
Program Will Benefit Your Business!

