Digium® Cloud Agent Program

Earn Recurring Revenue Selling Digium Cloud Services

The Digium Cloud Agent Program allows current and prospective channel partners the ability to offer Switchvox Cloud and Digium SIP Trunking services to their existing SMB customer base as well as to new prospects. The program is structured to allow agents of various capabilities to sell Digium Cloud Services while maximizing commissions in the rapidly growing cloud services market.

Program Overview

The Digium Cloud Agent Program is structured to allow agents a variety of ways to partner with Digium. The program features three partner levels geared to desired entitlements, performance, and commitment. Partners are matched to the level which best aligns with their business model.

Program Levels:

Master Agents manage partners and subagents who sell services to business customers. They provide partners with valuable services like back office support, consultation, and product training. Recurring evergreen commissions are paid to Master Agents directly by Digium.

Premier Agents provide Digium services to business customers and receive recurring evergreen commissions directly from Digium.

Subagents provide Digium services to business customers and receives recurring commissions from a Digium Master Agent.

Digium Cloud Agents receive the support and benefits of Digium's award-winning channel program such as access to Digium sales leads, product promotions, use of marketing resources and free, online training. Cloud Agents have availability to all Digium products, including Digium IP phones which offer the highest level of customization and tightest integration with the Switchvox Cloud phone system.

Digium Cloud Agent Program

	Master Agent	Premier Agent	Subagent
Program Requirements			
Minimum Annual Billing Commitment	$250K	$50K	None
Partner application profile	■	■	■
Partner agreement	■	■	
Sales certification	■	■	
Technical certification	■	■	
Provides support to subagents	■		
Program Benefits			
Digium MarketSource content syndication	■	■	■
Free marketing literature	■	■	
Access to Partner Portal	■	■	■
Digium logo usage	■	■	■
Web-based training	■	■	■
Quote and configuration tool	■	■	■
Approved to sell Digium Cloud Services	■	■	■
Access to other Digium products	■	■	■
Access to Digium IP Phones	■	■	■
Ongoing communications and Digium news	■	■	■
Access to Digium Channel Managers	■	■	
Discount on Cloud services for demo or internal use	■	■	■
Access to pre- and post-sales support	■	■	■
Marketing resources	■	■	■
Access to deal registration portal	■	■	■
Access to Digium sales leads	■	■	
Special pricing	■	■	
Product promotions	■	■	■
Advance product information	■	■	
Proposal-based Marketing Development Funds (MDF)	■	■	
Partner Advisory Council candidate	■	■	
Monthly recurring commissions	■	■	■
Evergreen commissions direct from Digium	■	■	
Commissions paid by Master Agent			■

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digium
The Asterisk Company

Switchvox Cloud Features:

- User Switchboard
- Visual voicemail (with Digium phones or smartphone app)
- IVR and Auto-Attendant
- Conference calling
- Fixed Mobile Convergence (Converged Phones)
- Free smart phone apps for Android and iPhone devices
- Call queues with real-time dash-boards and detailed reporting
- Music-on-hold
- Personal call rules (fail-over)
- Presence and collaboration
- Extension Management
- Peering
- Networking
- Voicemail-to-email
- Detailed reporting
- Salesforce CRM integration
- SugarCRM integration
- Extensibility with an Open API

Switchvox Cloud Service Features:

- Unlimited minutes of local/long distance/toll free service
- Local DID
- Unlimited extension dialing
- HD Voice (G.722 Codec)
- Extensions with no minutes available
- Number Porting available
- Toll-free numbers available
- Fax available

Switchvox Cloud is Digium's cloud-based Unified Communications (UC) solution for Small and Medium-sized Businesses (SMBs). Switchvox Cloud is more than a hosted IP PBX; it is a full-featured UC cloud solution, affordably priced, starting at $12.99 per user*. In addition to receiving reliable, high-quality VoIP phone service for all employees, businesses also have access to the following features: mobility, call queues, voicemail, unified messaging, presence, chat, IVRs, integration with Salesforce CRM, monitoring, reporting, on-demand recording, and more. All of the features are included with no additional licensing fees required, making Switchvox Cloud the best value in a complete hosted UC solution.

Digium phones are the perfect complement to Switchvox Cloud. Digium phones are uniquely designed to have the tightest integration with Switchvox, making them a true "plug and play" IP phone option for Switchvox Cloud. They offer easy access to key applications, such as call control and interactive voicemail, directly from your desk phone.

With Switchvox Cloud and Digium phone rental, you can have access to an enterprise-class phone system with zero CapEx. Renting Digium phones allows easy deployment without straining budgets, and Switchvox Cloud makes it easy to get started with no upfront costs, hassle-free installation, and no on-going maintenance.

Save Money on Your Monthly Phone Bill in Minutes with Digium SIP Trunking. Reduce telephony costs in minutes and deliver a higher standard of service to businesses by replacing traditional phone lines with Digium SIP Trunking. Save customers thousands off phone bills with lower rates for local and long distance, and simplify communications into a single data connection. See how SIP trunking can save businesses instantly with our online quoting tool, the SIP Trunking Configurator.

Switchvox Cloud and Digium SIP Trunking are available today available in the lower-48 states. For more information on Digium's Cloud Agent program, please visit **digium.com/partners**

What are the advantages of Digium SIP Trunking?

- **Scalable** Add or remove channels with ease.
- **Open Standards** Works with virtually any PBX.
- **Streamlined** End-to-end connectivity with Switchvox®, Asterisk®, and other Digium products
- **Universal** Works with virtually any PBX.
- **Number porting** Easy-to-use SIP trunking onboarding wizard
- **DID** Affordable DIDs and toll-free numbers
- **Multi Codec Support** G.711, G.729, G.729 (on-net calls only, DCS to DCS)
- **E911** Offering at least one E911 number per SIP trunk
- **Fax** T.38 (fax) pass-thru support
- **Migration** Easily connect to a legacy system with a Digium Gateway.

Digium phones are the perfect complement for Switchvox Cloud and are available for purchase or for rent at a low monthly rate.

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