



At Digium[®], we're changing the way businesses communicate.

"I like selling Switchvox because I can easily show most companies how Switchvox can be a huge value-add to their environment. I also like seeing my clients' expressions after they find out about the cool features that they now have."

Infradapt

Let's partner for success.

As a Digium Authorized Channel Partner, you can sell the full line of Digium's award-winning Switchvox[®] Unified Communications systems, as well as a host of Asterisk[®] software, hardware and third-party components designed to build custom communications solutions.

Switchvox was named by analysts as the "Best Value in UC," and Asterisk is the open source software framework that puts developers in control. This provides you with a diverse range of proven products. Digium's solutions meet the needs of an increasingly savvy business customer who wants it all – a flexible, full-featured communications system at an affordable price.



Who is Digium?

Digium® is shaking up the world of proprietary phone systems

Switchvox® is an award-winning Unified Communications solution, and Asterisk® is the world's most successful open source communications project. Asterisk has created a revolution in the communications world by enabling cost-effective, standards-based, open source solutions. An estimated one million Asterisk installations, deployed in more than 170 countries, demonstrate that Asterisk deployments are extensive and growing – and with them, opportunities for companies that create products and services that complement Asterisk.

Built on the successful Asterisk platform, Switchvox is the Unified Communications solution that offers SMBs the enterprise-class features they want, at a price they can afford. Choose the product line that fits your business the best.

Partner with us for success



Join the award-winning program that consistently provides you with the greatest opportunity for success.

Whether you're selling our award-winning Switchvox system or a complete solution

built on Asterisk, the world's most popular open source communications software framework, Digium has field-proven solutions that meet the needs of the growing SMB market.

www.digium.com/partners



“Our judges were very impressed with the ingenuity and excellence displayed by Digium in their groundbreaking work on Switchvox.”

Rich Tehrani, CEO, TMC

Digium offers a tiered program for Channel Partners

who sell both custom communications Asterisk solutions as well as Switchvox Unified Communications systems. Talk with us about programs for Service Providers and direct marketing e-tailers as well.

Select Channel Partners represent the top tier of Digium’s Channel Partner Program. They must meet a series of stringent criteria and have a proven track record of providing outstanding customer service. They also offer a consistently high level of technical expertise and deep knowledge of their industries. If this sounds interesting to you, then talk with us about becoming a Digium Channel Partner. You could be selling one of today’s most popular technologies and benefitting from additional discounts, leads, training, MDF, and sales resources, all designed to help us grow our businesses together.

Registered Channel Partners have access to a similar set of entitlements as our Select Channel Partners, but are required to make a smaller revenue commitment. They benefit from access to the full set of Digium solutions, guided discounts on all Digium products, access to channel managers, and training. This level is a great fit for companies who have a track record of success in selling communications solutions and want to ramp-up their sales with Digium. It’s also an attractive level for partners focused primarily on open source Asterisk solutions who may generate revenue on Digium products and support subscriptions.

Affiliate Channel Partners participate in our entry-level program with an opportunity to begin selling Digium solutions without making an annual revenue commitment. This level is a great place to get started, with access to Digium’s full product portfolio and training.

Service Provider Partners are specifically designed for Carriers, Competitive Local Exchange Carriers (CLEC’s) and Incumbent Local Exchange Carriers (ILEC’s) to sell Digium Unified Communications and Asterisk solutions to service customers. This level has no annual revenue commitment but provides access to Digium’s sales, marketing and training resources.

Choose the level that is right for you.

Affiliate Channel Partner

- Entry level of Digium’s Channel Partner program
- No annual revenue commitment
- Access to marketing, sales and training

Registered Channel Partner

- Mid-tier of Digium’s Channel Partner program
- \$40,000 annual revenue commitment
- Access to marketing, sales and training

Select Channel Partner

- Top tier of Digium’s Channel Partner program
- \$125,000 annual revenue commitment
- Greatest rewards and benefits
- Access to marketing, sales and training

Service Provider Partner

- Program for carriers, CLECs or ILECs who sell and install telecom equipment
- No annual revenue commitment
- Access to marketing, sales and training

Partner Certifications – Providing you a competitive edge

Digium is committed to enabling your success and providing you a competitive edge as a valued partner. Digium offers the Digium Channel Certification Program to provide you the product training to be successful. To participate at the Registered or Select partner levels, your company must be certified in at least one Digium solution specialty: Asterisk or Switchvox.

Switchvox Certification

This provides Digium partners with the knowledge to design, implement and support telephony solutions based on Switchvox, Digium's award-winning Unified Communications solutions. Channel partners who certify under this specialty will receive recognition as a Certified Switchvox Partner. Organizations who wish to be recognized as Certified Switchvox Partners must

1. Complete a Digium Registered or Select Channel Partner agreement
2. Certify two individuals in their organization as Certified Switchvox Sales Professionals (dCSP)
3. Certify one individual in their organization as a Certified Switchvox Sales Engineer (dCSE)

Switchvox Specialization Requirements

- 90 days to complete certification process
- Update certification within 30 days of a new Switchvox firmware release
- Certification renewal every 2 years
- Submission of two customer references
- Two dCSP-certified employees and one dCSE-certified employee

Titanium Support

Titanium Support will provide advanced technical support service via a dedicated hotline, with after-hours support, for Select, Registered and Service Provider partners. To access this Advanced Support hotline, individuals must successfully complete the dSSE certification (Digium Switchvox Support Engineer). One person at each partner organization that sells Switchvox will be required to complete this curriculum.

Asterisk Certification

Organizations who wish to be recognized as Certified Asterisk Integration Partners are encouraged to apply. The requirements include:

1. Complete a “Registered” or “Select” channel partner agreement and confirm one individual in the organization who will complete the certification curriculum.
2. Successfully complete the online Asterisk Technical Product Training exam
3. Successfully complete the online Digium Certified Asterisk Administrator (dCAA) exam, or, successfully complete the instructor-led Digium Certified Asterisk Professional (dCAP) exam.

Note: individuals who have already achieved dCAP status are only required to complete the Technical Product Training exam.

Asterisk Specialization Requirements

- 90 days to complete certification process
- Completion of the Digium Product Training course
- Certification renewal every 2 years
- Submission of two customer references
- Successful completion of Asterisk Integrator curriculum: dCAA and Asterisk Technical Product Training

Program Benefits

Support

- Access to Digium Channel Managers
- Discount Demo Program
- Access to Pre- and Post-sales Support
- Sales Collateral
- Access to Partner Portal
- Marketing Resources
- MarketSource web content syndication
- Web-based Training
- Discounts on Classroom Training
- Quote and Configuration Tools
- Access to priority technical support

Access To Digium Solutions

- Switchvox Unified Communications solutions
- IP phones
- Digium telephony interface cards, gateways and redundancy appliances

Growth And Profitability

- Access to Digium Sales Leads
- Special Pricing
- Deal Registration
- Guided Discount Pricing
- Product Promotions
- Proposal-based Marketing Development Funds

Communications

- Advance Product Information
- Welcome Kit
- Partner Council Candidate
- Ongoing Communications and Digium Newsletter
- Regional Seminars
- Access to Partner Forum
- Support Renewal Notification

Affiliate Registered Select Service Provider

Program Requirements

	\$0	\$40K	\$125K	\$0
Minimum Annual Revenue Commitment (MSRP)				
Partner application profile	●	●	●	●
Partner agreement	●	●	●	●
Sales certification		●	●	●
Technical certification		●	●	●
Required demo equipment purchase		●	●	●

Program Benefits

Digium MarketSource content syndication	●	●	●	●
Sales templates/Best practices	●	●	●	●
Free marketing literature	●	●	●	●
Access to partner portal	●	●	●	●
Digium logo usage	●	●	●	●
Web-based training	●	●	●	●
Quote and configuration tool	●	●	●	●
Approved to sell Switchvox appliance family	●	●	●	●
Approved to sell Digium telephony interface cards	●	●	●	●
Approved to sell Digium IP Phones	●	●	●	●
Ongoing communications and Digium news	●	●	●	●
Access to Digium channel managers		●	●	●
Discount demo program	●	●	●	●
Priority access to pre- and post-sales support		●	●	●
Marketing resources		●	●	●
Deal Registration Program		●	●	●
Discounts on classroom training		●	●	●
Access to Digium sales leads		●	●	●
Special pricing		●	●	●
Product promotions		●	●	●
Advance product information		●	●	●
Access to Partner Forum		●	●	●
Support renewal notification		●	●	●
Proposal-based Marketing Development Funds (MDF)			●	●
Partner Advisory Council candidate			●	●
Product discounts	Good	Better	Best	Best

Apply today at www.digium.com/partners

Join us and change the way the world communicates.

Asterisk and Switchvox Partners receive the following: significant discounts when purchasing through Digium authorized distributors, access to sales and technical training, co-marketing opportunities and access to priority technical support. We are actively seeking VARs, consultants, systems integrators and OEMs with expertise in the development of Asterisk-based communications or VoIP Unified Communications expertise.

Digium products for complete Asterisk solutions

Digium is the leading manufacturer of hardware and add-on software components that extend the power of Asterisk. Our hardware products include IP phones, interface cards, redundancy and gateway appliances, all designed exclusively for use with Asterisk and Asterisk-based solutions. No other manufacturer offers a complete line of products designed to extend the power of Asterisk.



D40/D45

Digium's entry-level phone with 2 line keys. This is Digium's best value phone designed for any employee in the company.



D50

Digium's mid-level phone with 4 line keys and 10 rapid dial/busy lamp field keys for your most important contacts.



D70

Digium's executive-level phone with 6 line keys designed for administrators and executives who need to manage up to 100 contacts.

HD IP Phones – Uniquely Designed for Digium Solutions

Digium is the only manufacturer of HD desktop phones built exclusively for use with Asterisk. Featuring effortless deployment, advanced productivity applications and an open API, Digium phones are the perfect counterpart to Asterisk-based phone systems.

VoIP Gateway Appliances

As a Digium partner, you also will be able to sell our family of VoIP gateway appliances built on the power and flexibility of Asterisk. These appliances are built to interface between TDM (T1/E1/PRI) and SIP networks. The gateways are designed to connect legacy communications systems with VoIP services or to integrate modern VoIP systems with TDM services. All models feature an intuitive graphical user interface and a powerful API.

Provide the best value for business phone systems with Switchvox

Find out how you can grow your business more profitably with Switchvox. It's the field-proven Unified Communications solution that can help you win new business with SMBs who need enterprise-class business phone systems at a price they can afford.

World's first family of IP phones designed for Asterisk and Switchvox

	D40/D45	D50	D70
HDVoice	✓	✓	✓
Rapid Dial/ Busy Lamp Field Keys		10	10 keys 100 Contacts
LAN Connection	10/100Base-T (D40) 10/100/1000Base-T (D45)	10/100Base-T	10/100/1000Base-T
Main Display	3.5-inch	3.5-inch	4.5-inch
Power over Ethernet (PoE)	✓	✓	✓
Full Duplex Speaker Phone	✓	✓	✓
Advanced Phone Applications	✓	✓	✓

“Digium is at the forefront of the telephony business – with the strength of the Asterisk community and the turnkey Switchvox system, our SMB customers finally have a smarter choice for their phone system.”

The Fulcrum Group

Digium’s Switchvox is more than a phone system – It’s a better way to communicate.



		Switchvox 80	Switchvox 310	Switchvox 360	Switchvox 380	Switchvox 450	Switchvox 470
Maximum Concurrent Activities	Users	30	150	400	450	500	600
	Concurrent Calls	12	45	75	100	125	150
	Call Recordings	5	10	20	25	30	40
	Conference Participants	5	15	30	40	45	50
Redundant Hard Drives	No			Yes		Yes, SSD	
Power Supply	Single 240W	Single 300W	Dual 350W Redundant				
Telephony Card Slots	1	2					
PCI-Express Telephony Cards (Echo cancellation included)	1TE133F, 1A4B01F, 1A8B01F, 1HB8-0000BLF			1TE133F, 1TE235BF, 1TE435BF, 1TE820BF, 1A4B01F, 1A8B01F, 1AEX2400ELF, 1HB8-0000BLF			

Telephony Interface Cards

Digium is the leading maker of telephony interface cards, with more than seven million ports in production. Our high-quality analog and digital cards are manufactured and tested at an ISO9001 certified facility in the United States. All cards come with a five-year warranty, our ESP guarantee and support directly from the makers of Asterisk. Optional hardware echo cancellation modules are available for all models.



Asterisk, the world’s most popular open source communications software

With Asterisk, you can build small business solutions or complex multi-location enterprise communication systems using standard computer hardware. Grow your business with Digium phones, the world’s first phones designed exclusively for Asterisk. Together, with Digium’s line of PCI and PCI Express interface cards, it is easy and affordable to help your customers connect and communicate.

Provide your customers with a complete Digium solution, including analog, digital and hybrid interface cards, as well as redundancy appliances. These solutions provide end-to-end connectivity so that you can deliver the most value and the highest quality VoIP system. Start winning more business with Digium products and Asterisk custom communications.

Digium Channel Partner Programs – designed to grow your business profitably

Partner Advantages

- Unified Communications that provide enterprise-class features SMBs can afford
- Recurring revenue stream with service opportunities
- Innovative systems built on open source and non-proprietary hardware
- Partnering with a channel-centric company dedicated to the SMB market opportunity
- Competitive discounts so you can grow your business more profitably
- Access to qualified opportunities, leads, training and marketing support
- Certification Programs help you differentiate your business
- Content syndication for website

Delivering the features, flexibility and cost savings businesses need

Advanced features and flexibility are just two of the many reasons Switchvox continues to gain traction with small and medium companies. Digium simplifies communication challenges for businesses and makes it easy to improve productivity, without increasing monthly budgets.

Find out how you can grow your business more profitably with the award-winning Switchvox system. It's the field-proven Unified Communications solution that can help you win new business. Or, grow your business with Asterisk, the world's most popular open source communications engine. Whether you're selling Switchvox or Asterisk, Digium has award-winning solutions that meet the needs of the growing SMB market – and help our partners increase their revenue stream.

Why Digium?

- In short, Digium can help you win more business. With feature-rich Unified Communications systems designed for your SMB customers who need an affordable alternative to expensive, proprietary phone systems, Digium is the vendor you can trust to grow your SMB business.
- Digium is the sponsor and innovative force behind Asterisk, the world's leading open source software framework for building communications applications.
- Digium offers knowledgeable technical support as well as paid support subscriptions.

“Digium Switchvox is a great choice for SMBs’ VoIP needs.”

CRN**Tech**



Join us today. Visit www.digium.com/partners or call **256 428-6000**

Take advantage of the Digium program and offer your customers a valuable choice.

Digium has a strong, value-added distribution program with a worldwide network of established distributors. Together, with Digium, you can provide your clients with the most user-friendly, flexible, and sophisticated communications systems available today.



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