



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 Digium Cloud Services, the full line of Digium's award-winning Switchvox Unified Communications systems, or a complete solution built on Asterisk, the world's most popular open source communications engine. Digium has the field-proven solutions you need to win more business.

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.

**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.



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.

Who is Digium?

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



Awarded Product of the Year

Internet Telephony Magazine

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

Rich Tehrani, CEO, TMC



Digium Cloud Agent Program

Current and prospective channel partners can offer Switchvox Cloud solutions to their SMB customer base as well as to new prospects, maximizing commissions in the rapidly growing cloud services market.

Master Agents manage partners and subagents who sell services to businesses. 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 receive recurring commissions from a Digium Master Agent.

Switchvox Cloud is available today in the lower-48 states.

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.

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 Cloud Certification

Provides knowledge to identify target customers, configure and support telephony installations based on Switchvox Cloud. Cloud Agents who certify under this specialty will be known as Certified Switchvox Cloud Agents. Organizations that wish to be recognized as Certified Switchvox Cloud Agents must:

1. **Execute a Digium Master Agent or Premier Agent Agreement**
2. **Certify two individuals in their organization as Digium Certified Sales Professional-Cloud (dCSP-C)**
3. **Certify one individual in their organization as a Digium Certified Switchvox Engineer-Cloud (dCSE-C)**

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 that 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 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 that 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

	Affiliate	Registered	Select	Service Provider	Subagent	Premier Agent	Master Agent
Program Requirements							
Minimum Annual Revenue Commitment (MSRP)	\$0	\$40K	\$125K	\$0	None	\$50K	\$250K
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 Digium Cloud Services					●	●	●
Approved to sell Switchvox UC Solutions	●	●	●	●			
Approved to sell Digium telephony interface cards	●	●	●	●			
Approved to sell Digium IP Phones	●	●	●	●	●	●	●
Approved to sell Digium VoIP Gateway Appliances	●	●	●	●	●	●	●
Ongoing communications and Digium news	●	●	●	●	●	●	●
Access to Digium channel managers		●	●	●		●	●
Discount on Cloud services for demo or internal use	NA	NA	NA	NA	●	●	●
Discount demo program	●	●	●	●	NA	NA	NA
Priority access to pre- and post-sales support		●	●	●	NA	NA	NA
Marketing resources		●	●	●	●	●	●
Deal Registration Program		●	●	●	●	●	●
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	NA	NA	NA
Monthly recurring commissions	NA	NA	NA	NA	●	●	●
Evergreen commissions direct from Digium	NA	NA	NA	NA		●	●
Commissions paid by Master Agent	NA	NA	NA	NA			●

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.

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

Digium Cloud Services: **Switchvox Cloud** and **SIP Trunking** for small and medium-sized businesses.

Switchvox Cloud is more than a hosted IP PBX; it is a full-featured UC cloud solution. Your customers receive reliable, high-quality VoIP phone service for all employees, as well as access to the following features: mobility, call queues, voicemail, unified presence, chat, IVRs, monitoring, reporting, on-demand recording, and more. All features are included with no additional licensing fees required, making **Switchvox Cloud** the best value for a complete hosted UC solution.

Digium SIP Trunking was developed and deployed by Digium with metered and channelized rate plans available. Digium SIP Trunking provides your company the ability to offer an end-to-end solution from Digium.

Switchvox Cloud and Digium SIP Trunking are available today in the lower US 48 states.



Switchvox On-premises Unified Communications Systems



		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			

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

	D60 Entry-level	D62 Entry-level, Gigabit	D65 Mid-level	D80 Executive-level
Line Registrations	2	2	6	1
Feature Keys	4	4	4	Touchscreen
Rapid Dial/ Busy Lamp Field Keys	Up to 1 key 1 contact	Up to 1 key 1 contact	Up to 5 keys 100 contacts	Up to 20 on-screen, scrolling to 100 contacts
Ethernet LAN and PC Port	10/100Base-T	10/100/1000Base-T	10/100/1000Base-T	10/100/1000Base-T
Built-in Bluetooth	No	No	■	Coming soon
Main Display	4.3 inch, color	4.3 inch, color	4.3 inch, color	High-definition 7.0 inch, color, capacitive touch
Power over Ethernet (PoE)	■	■	■	■
Advanced Phone Applications	■	■	■	■

Digium products for complete Asterisk solutions

Digium is the leading manufacturer of hardware and add-on software components extending the power of Asterisk. Our interface cards, redundancy and gateway appliances, are 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.

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 that need enterprise-class business phone systems at a price they can afford.

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.



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.



D80

Digium's executive-level gigabit phone with high-definition capacitive touch-screen and advanced user interface.



D65

Digium's executive-level feature phone with 6 line keys and a scrolling key for up to 20 pages of rapid dial/busy lamp fields for your most important contacts.



D60/D62

Digium's entry- and mid-level phones with 2 line keys. These is Digium's best value phones designed for any employee in the company. The D62 offers gigabit connectivity.



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 and social media platforms

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.



Digium Headquarters: 445 Jan Davis Drive NW, Huntsville, AL 35806, USA • +1 256-428-6000 • www.digium.com

Copyright © 2017 Digium, Inc. All rights reserved. Digium, Asterisk, Switchvox, the Digium logo and the Asterisk Speech Bubble are registered trademarks of Digium, Inc. All other trademarks are property of their respective owners. Version 7.3/13 March, 2017