



## The BandTel Siptrex-Platform™ VAR Partner Program (v120323b)

Through innovative marketing and smart engineering BandTel is now able to offer Value Added Resellers a unique "commissioned PBX" product at a price point never before seen.

Customers served by "registered BandTel SxP™ agents" will now be eligible for a FREE Siptrex™ PBX from BandTel.

This PBX is a full service product, with all the features and functionality of a system costing thousands of dollars, but essentially free.



### VAR Revenue Opportunities

With this program registered VARs can realize revenue opportunities in a variety of ways centered around the BandTel Siptrex™ Free PBX program. These opportunities are...

- **VoIP Phone Station Sales-** the sale of IP Phones to the customer are handled by the VARs. With the VAR using their discounts available significant profit potential is available.
- **Siptrex/VectorX Physical Installation-** the VAR installs the BandTel Siptrex hardware and gets paid for the install service by the customer.
- **VoIP LAN-** if the client is installing wired IP to the VoIP station the VAR is paid by the customer for that service.
- **Other Hardware-** UPS, routers, etc. are all supplied by the VAR.'
- **Service Contracts-** the VAR is free to strike whatever service contract is deemed necessary to cover LAN and VoIP phone infrastructure
- **VoIP Station moves and changes-** telephone moves, changes, and re-configurations are done by the VAR, at a fee set by the VAR
- **Bandwidth Sales-** if the VAR is an IP bandwidth reseller BandTel will work with you. BandTel is bandwidth agnostic, and will work with any bandwidth supplier that meets our basic specs for VoIP.
- **Monthly Reoccurring Usage Revenue-** this program pays a commission by BandTel long after you've left the site. BandTel will pay you a monthly commission based on the clients usage of the service, every month, for as long as the client is enrolled in the BandTel Siptrex program.

**What the VAR is NOT Responsible for ...**

- **The PBX-** BandTel will handle all configurations and changes needed on the BandTel Siptrex™ PBX. So there is no need for your team to learn how to manage and administer this complex business critical system. BandTel will handle it all.
- **Telephone Company Problems-** BandTel is the phone company, and so handles all dialing issues from the PBX out. This leaves the VAR to cover just the basics i.e. power , LAN, and the phone station. It also gives the VAR a single point of contact for any telephone dialing issues.

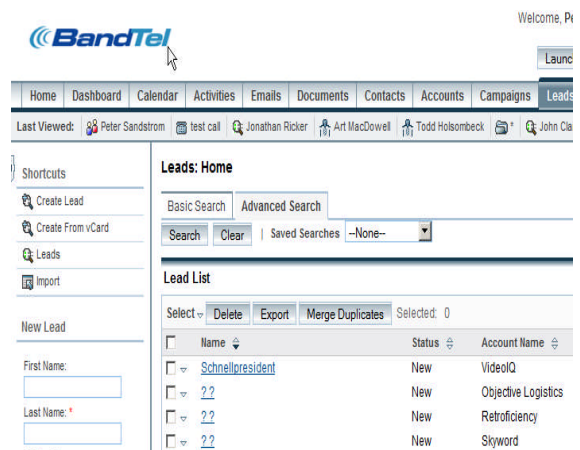


**BandTel Revenue Sharing Commissions Automation Tools**

BandTel prides itself having a generous revenue sharing programs for VAR partners. **We recognize the importance of simple, direct financial incentives**, and will work with you to establish an attractive program based upon the scope of your opportunities. Further, we automate the commissions process for you via on online commissions portal. This portal will allow you to track you earning in real-time, anytime, anywhere.

**BandTel Siptrex™ Leads Program**

For authorized SxP™ dealers BandTel offers the "Moving Office Leads Tool". BandTel has acquired the technology to determine what companies are moving in a given market region, and when. BandTel then takes those highly qualified leads and turns them over to you, the SxP™ dealer. The dealer then sells BandTel SxP™ or SIP-Trunk products, and anything else that might be needed by the mover, regardless of whether if it relates to BandTel and SxP™ or not.



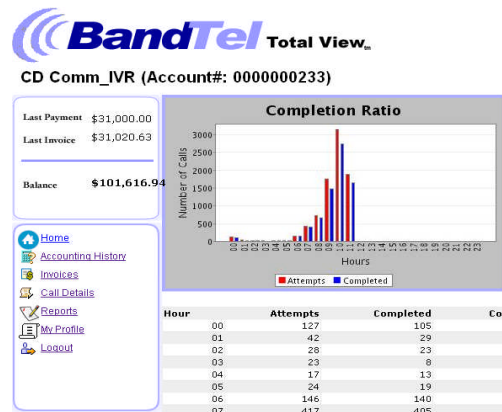
**BandTel Education and Support Services**

BandTel understands the need to educate the marketplace on SIP-Trunking and make it simple for your enterprise customers to recognize the value from SIP-Trunking. We will provide you with training and support materials for technical and sales personnel, as well as documentation for your customers, explaining the benefits of SIP-Trunking, and the managed SIPTrex program.

**Online Tools For BandTel VARs**

When a VAR reseller enters the BandTel SIPTrex program a full suite of online tools is made available to the VAR assisting in deployments of service, as well as allowing the VAR to monitor the customers quality of services. Some of those tools made available are..

- **TotalView-** with TotalView™ the VAR has access to **real-time updates on commissions earned** from their customer base. Further, the VAR can perform traffic analysis, and see in real-time that the clients systems and traffic are working without issue.
- **RT (Request Tracker)-** as a member of the BandTel VAR program you have access to BandTel Resource Tracking tool, allowing one to **track and troubleshoot your customers problems in a coordinated fashion** in conjunction with the with the BandTel Support Team..



**Get Enrolled Today!**

The BandTel SIPTrex VAR program goes the extra mile. It **empowers the VAR with upfront profitable sales, followed by monthly re-occurring commission revenue, and makes available to you the tools and support you need** from the BandTel Team to keep it all running trouble free 24x7 for your client.

Contact us at [sales@bandtel.com](mailto:sales@bandtel.com) or 800.730.2870 for immediate consideration to become a full BandTel SIPTrex VAR Partner!