

THE NCONNECT GOLD PARTNER PROGRAM

NCONNECT
The Cloud Telephone System



NCONNECT Gold Partner

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www.nconnect.com



NCONNECT
an nfon uk ltd brand

NFO-DRM-030-Gold UK

GROW YOUR BUSINESS WITH EUROPE'S LEADING CLOUD TELEPHONE SYSTEM

The Gold Partner Program from NCONNECT

Market Opportunity

In the UK, over 98% of businesses still rely on old legacy telecommunications equipment and are predicted to transition to Cloud-based systems in the coming 5 years, creating a huge demand for Cloud telephony. The independent research organisation *Illume* is forecasting that nearly 3 million UK business users will subscribe to Cloud telephony services in 2014 and 2015 alone. The opportunity is enormous for UK Partners particularly when considering the dynamics of other markets where the transition to Cloud started before the UK and is now amassing over 20% share of the market. As we are seeing the massive transition of IT services to Cloud, telephony is set on the same course and Partners with little or no previous voice experience can convert major enterprise business and secure recurring revenues for life!

Future-Proof Partnership Program

NCONNECT enables UK Partners to offer their customers a truly market-leading future-proof Cloud telephone system with an attractive partnership program designed to fast-forward market entry, maximise recurring revenues, secure annuity business and streamline on-going operations and support.

- Quick entry into Cloud telephony with Europe's most successful Cloud telephone system
- Lifetime annuity for your business with industry leading commission models
- Remote setup and maintenance for zero-touch rollout
- Billing and reseller portal with full management of customers' systems



NUMBER 1 IN EUROPE FOR CLOUD TELEPHONE SYSTEMS

Highest Upfront and Lifelong Commission Program in UK

Since 2007, NCONNECT has established itself as the most successful Cloud telephone system in Europe having built up over 70% market share in Germany. Over 120,000 business users benefit from our advanced Cloud telephony services which combine the performance characteristics and security of traditional high-end PBX telephone systems with the unbeatable advantages of Cloud technology: easy implementation and use as well as transparent pricing without hidden costs.

The market for traditional telephone systems is on the decline – whereas the segment for Cloud telephone systems is increasing by 50% to 100% year on year. We are the only European supplier of a Cloud telephone system that caters comprehensively for all businesses from large Enterprises and the public sector to SMEs with 2 - 249,000 employees. (PAC study 2013, www.pac-online.com)

Sales and Marketing Support for Partners:

- Access to NCONNECT's lead generation activities
- Campaign-in-a-Box packs branded with Partners' logo
- Professional NCONNECT dual-branded marketing collateral
- Content for reseller website including the NCONNECT certified Gold Partner logo
- Market Development Funds (MDF)
- Exclusive access to market and product updates and webinars

EASILY ADD CLOUD TELEPHONY TO YOUR PORTFOLIO

Minimal Training, Investment and Infrastructure

As a Gold Partner, NCONNECT provides you everything you need to ensure that your customers are 100% satisfied with the system you have provided for them. We support you in any way you prefer whether that is on the phone, via email or on site. We handle all billing and technical support of the customer or provide the information you need to ensure you are in complete control of their communications needs. Our flexible and scalable partner program will enable you to be one step ahead with the assurance of no vendor competition and a market leading provider at the forefront of Cloud telephony.

Your investment with NCONNECT - nStarter Pack:

- NCONNECT Premium platform
- Five PoE IP Phones
- Two Mobile FMC clients for iPhone, Android or Blackberry
- Sales Training Voucher (2 persons) and Technical Training (1 person)
- Access to free trial accounts and services

NCONNECT's commitment to you - Your personal NCONNECT Partner Manager:

- Direct contact with an always available Partner Account Manager (no Call Centre)
- On location support with client appointments, projects and training
- Special pricing support to win deals - every deal is a strategic one for us!



BEAT THE COMPETITION EVERY TIME WITH NCONNECT

Creative Commercials to Win Every Project

We are ready for the challenges the future brings, equipped with robust market leading technologies, unparalleled competitive pricing and an ethos of winning our Partners every deal!

- Become a partner and start earning straightaway
- Earn lifetime commission from your customers using the NCONNECT Cloud Telephone System
- Serve a wide customer base: fits all business requirements from 2 to 249,000 extensions
- No conflicts in the market - we are 100% channel focused

Key Opportunity Highlights:

- Robust, Reliable and Feature-rich System - German Engineering!
- Very Attractive Commercials - You win every deal!
- Lead Generation Machine - Receive leads from NCONNECT!

We look forward to working with you!



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