



DRIVE NEW AND LASTING CUSTOMER RELATIONSHIPS

NetFortris brings you a unique combination of technology, support, and vision to help you build lasting, profitable customer relationships.

We make it easy for you to sell, deploy, and bill. Faster time-to-service for your customers. Faster time-to-commissions for you.

NetFortris helps you build a lasting, profitable customer base.

- Flexible, custom solutions comprised of products your customers need
- Operational excellence gives you peace of mind and builds customer satisfaction
- Broad solution set for maximum upsell and cross-sell potential

Best in class technology today and tomorrow.

- Unique “from the ground up” cloud solution to deliver a deeply-integrated communications suite
- Carrier grade network provides

The global market for UC and VoIP services will reach \$88 billion by 2018.

- Infonetics Research, VoIP and UC Services and Subscribers

maximum privacy, reliability, and industry compliance

- Support for “bring your own device” (BYOD) on multiple mobile platforms

Strong partnership that enhances your success.

- Co-sell model with dedicated Channel Sales Manager and solutions engineers for sales support and architecture design
- Experienced project management for flawless implementation and performance
- Partner Portal chock full of tools and communications to help you sell the NetFortris Platform

END-TO-END SOLUTIONS FOR YOUR CUSTOMERS' SPECIFIC NEEDS

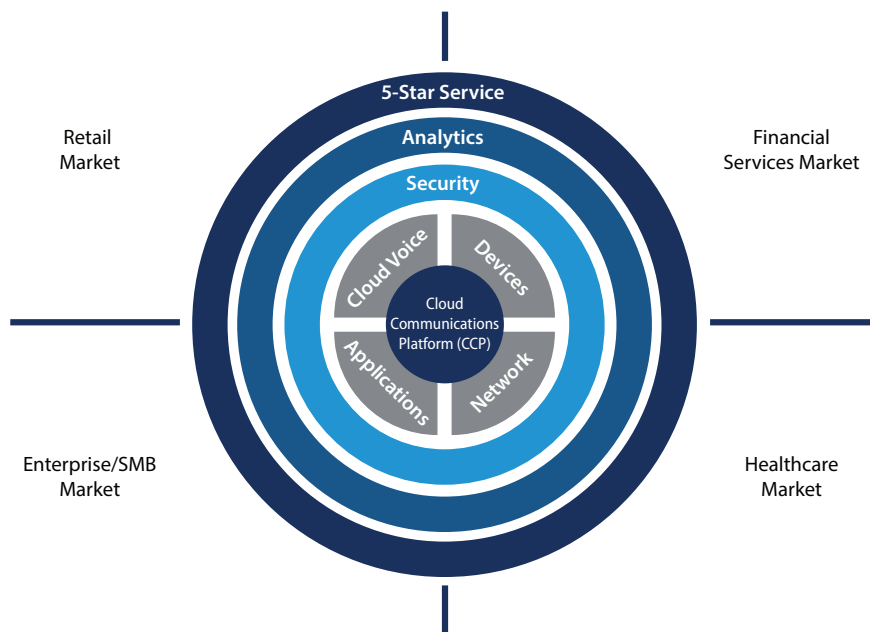
Hundreds of enterprises rely on NetFortris communications infrastructure for reliable, compliant, extensible networking services. NetFortris brings over twenty years of experience to voice and data communications. Our advanced Cloud Communications Platform (CCP) offers integrated unified communications (UC) capabilities that increase worker

productivity, optimize communications budgets, and streamline voice, video, and data communications. The solution is WebRTC compliant, meaning that custom applications can be built for most browsers. It is designed to work on Windows, Mac, iOS & Android smartphones and tablets. Finally, the solution supports a variety of state-of-the-art IP phones.

- Compliant, reliable services that surpass PCI, HIPAA, and Dodd-Frank requirements
- Readily integrates with third-party business applications in your customers' key markets
- Quickly realize lower costs and higher ROIs with powerful analytics engine

NetFortris Cloud Communications Platform

- Voice, data, video, mobility, presence, desktop sharing, multi-point conferencing, contact center, and messaging on a single platform
- NetFortris' carrier-grade network offers a private, high secure, fault tolerant, redundant, and high performance service with 99.999% reliability
- Support for Android, iOS, Mac, and Windows smartphones, tablets, and computers



NETFORTRIS CHANNEL PARTNER PROGRAM

No commodity products here.

Partner with NetFortris today and develop new revenue streams by offering customers the market leading, most deeply integrated voice, data, and cloud UC services available.

Grow your business from the cloud.

Our cloud UC offerings are priced and packaged to allow partners to grow business and maximize margins.

Why now?

The rapid market acceptance of cloud UC services is creating limitless opportunities to drive new business. NetFortris is uniquely positioned to assist NetFortris Channel Partners in capitalizing on these game-changing dynamics.

Partner tools. In addition to a dedicated support team, each partner has access to NetFortris Partner Portal, our mobile featuring the latest news, collateral, events, testimonials, tips, and FAQs.

Benefits at every tier.

Each tier of the NetFortris Partner Program provides benefits designed to deliver unprecedented value as you grow your practice.

	Registered	Certified	Gold	Platinum
Sales and technical training	✓	✓	✓	✓
Marketing collateral and case study	✓	✓	✓	✓
Self-study video training session	✓	✓	✓	✓
Access to sales tools/product documentation	✓	✓	✓	✓
Preferred pricing (tier-based discounting)		✓	✓	✓
Technical training days		✓	✓	✓
Dedicated NF account manager		✓	✓	✓
Marketing incentives (co-op & MDF)			✓	✓
Sales incentives and spiffs			✓	✓
Dedicated NF provisioning & support staff			✓	✓
Design and consulting hours per month			✓	✓
Special pricing for strategic deals				✓
Access to pre-sales support/demo resources				✓
Membership in the partner advisory council				✓

NetFortris Channel Partner Program requirements & benefits

Tier	Requirement	Revenue Achievement
Platinum	<ul style="list-style-type: none"> • Demonstrate proficiency in NF Solutions • Complete NF training • Meet customer satisfaction requirements 	Sold \$125,000 in new MRC for a calendar year
Gold	<ul style="list-style-type: none"> • Demonstrate proficiency in NF Solutions • Complete NF training • Meet customer satisfaction requirements 	Sold \$50,000 in new MRC for a calendar year
Certified	<ul style="list-style-type: none"> • Complete NF training • Meet customer satisfaction requirements 	Sold less than \$50,000 in new MRC for a calendar year

NetFortris is your partner for faster time to close, greater customer loyalty, and solid recurring revenue

Our channel partner program is designed to help you build life-long, profitable customer relationships. Our Cloud Communications Platform is the foundation for innovative, best-in-class products needed by your customer today and in the future. Finally, because we treat each channel partner as a trusted relationship, we dedicate a

channel sales manager to each partner, and tap our system design, customer support, and engineering teams as needed—giving you the resources you need to design the right solutions, close faster, and win customer loyalty.

- 20+ years cloud communications, networking and technology success

- Flexible solutions, dedicated sales, system design, and customer support
- Carrier-grade nationwide 10G-enabled network is legacy-free, provides global access, 99.999% reliable, high-performance, resilient and scalable
- PCI-compliant and certified
- Multi-level dynamic QoS



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