

Smoothstone's Partner Development

Smoothstone IP Communications continuously seeks associations with premium partners poised to deliver our unique cloud-based platform of unified communications solutions as part of their product offerings to enterprise customers with hundreds to thousands of users across multiple locations. We are not only committed to the partner model and the success of our partners; but we are also committed to developing profitable relationships that last through the life of our customers. Our partner development team is dedicated to helping Smoothstone partners successfully deliver partner-friendly IP solutions to market.

To ensure success, Smoothstone collaborates closely with partners before, during, and after the sale. Our sales managers and solution design engineers assist and often lead the sales process to ensure our solution is customized specifically to meet your clients needs. When Smoothstone partners with you while leading the sales process, our close rate is 70%.

You can expect Smoothstone to:

- Handle administrative forms and paperwork, saving you time
- Design a scalable solution based on your client's needs
- Assign a dedicated Project Manager to your client to oversee the entire installation process
- Deliver 24/7 support and pro-active management of your client's network via Smoothstone's Network Operations Center (NOC)—staffed by Cisco-certified engineers
- Simplify your client's billing to just one vendor and just one bill

Our holistic approach to the sales process leaves you with satisfied clients that are more likely to adopt additional Smoothstone solutions and also refer other clients — making you more profitable.

Benefits

From training, to solution design and marketing support, our Partner Program is designed to provide you peace of mind. Focus on driving new business opportunities while Smoothstone adapts to the unique needs of your client from pre-sale to post-implementation support.

As a valued Smoothstone partner you can also:

- Gain pre-sale support such as customized proposal creation and solution design
- Monitor customer order activity from design to deployment through online tracking
- Leverage Smoothstone's marketing development fund to proactively nurture potential prospects
- Access Smoothstone promotional materials through an online portal
- Receive aggressive, timely and accurate commission payouts with a variety of options and increasing tier levels
- Participate in ongoing educational opportunities such as training, webinars, and conferences to increase knowledge in Smoothstone's services and competitive edge as well as how incorporating Smoothstone into your business model can help drive profitability.

Our Partner Model

Smoothstone is changing the way businesses collaborate by offering unique tools and solutions that maximize your ability to capitalize on convergence. We provide three commission thresholds on recurring services. We also provide compensation for hardware and equipment sales. This means that with Smoothstone your earnings are based on your client's entire unified communications package.

Overall, Smoothstone offers the solutions and resources you need to grow your business. For more information on Smoothstone's Partner Development Program visit Smoothstone online at www.smoothstone.com or contact us at **877.970.VoIP (8647)** or partner@smoothstone.com.