



Partner Program



SMB OWNERS NEED TO FOCUS ON GROWING AND RUNNING THEIR BUSINESS

51% of business owners surveyed said cash flow is biggest challenge

A dramatic, monochromatic blue-toned photograph of a stormy ocean. The sky is filled with heavy, dark clouds, and a bright lightning bolt strikes the water on the left side. The sea is turbulent with white-capped waves crashing against a pier or breakwater on the right. The overall mood is one of intense pressure and risk.

~30% OF SMBs FAIL WITHIN 5 YEARS

~80K SMBs close their doors every year



LEGACY PLATFORMS ARE COSTLY TO INSTALL AND MAINTAIN

Deployment can add ~10-20% of additional costs
Upgrades can cost ~25-60% of original investment
Annual support contracts for users can run ~\$17/user/month

BUSINESS COMMUNICATIONS IS CHANGING



BUSINESSES ARE LOOKING TO THE CLOUD

86% of SMBs are considering the use of Cloud UCC in Canada.

SHIFT TO CLOUD IN CANADA

Market size of Cloud UCC in Canada in 2016 ~\$600M

Market size of Cloud UCC in Canada by 2020 is estimated to be ~\$1.2B

SHIFT TO CLOUD IN THE WORKPLACE

85% of employees use more than one device to communicate at work
95% plan to use communication tools instead of in-person meetings
45% of Millennials choose workplace flexibility over pay

BUSINESS COMMUNICATIONS IN THE CLOUD

No upfront capital investment required for infrastructure

All plans are on a monthly subscription

Customers save money vs. legacy solutions

Increased worker productivity and never miss a call

Online self-administration

Hosted in a Telco-grade facility ensuring maximum uptime

PARTNERSHIP HAS BENEFITS

Quickly add new product offers to your portfolio
Develop new revenue streams for your business
No capital required to offer Cloud UCC services to your customers

THE ACTIVITEL ADVANTAGE

Leverage what the largest Telcos and Service Providers in Canada know
Earn recurring revenue based on your subscriber base
Benefit from Activitel lead generation and marketing program
Bring your own unique value add to the table



About Us

Activitel has been deploying enhanced business voice solutions since 2003. Over the last decade we've built our platform, partnerships and network to become the partner of choice to some of the largest Service Providers and Enterprises in Canada.



Our Mission

Creating positive client experiences by delivering best in class Business Cloud Communications through a network of trusted and qualified partners.



Our Vision

To become the leader in delivering Business Cloud Communications through a national Partner Network.

01

Revenue share model with Partners for the duration of the customer contract

02

We do not compete against our Partners

03

National footprint built on enterprise grade infrastructure

04

Full marketing and lead generation program

05

Cloud PBX prices under \$30/mo. including hardware

06

Full end to end training and certification program

WHAT ARE THE BENEFITS OF BECOMING A PARTNER



01 | Revenue Share Model

Develop new revenue streams for your business

Contract Start

Year 1

Year 2

Year 3

 Activitel™

\$



3-4X

Other Providers

\$



Revenue share model enables Partners to continue earning revenue for the duration of the customer contract. This translates to earning a potential of 3-4 times the revenue offered by other Service Providers compensation programs.



02 | Your Partner

We are Your Partner in every sense of the word

Unlike other Service Providers offering partner programs, Activitel does not compete with our Partners and we will never sell directly to customers. We provide our partners with Sales, Marketing and Technical support programs designed with our Partner's success in mind.

03 | National Footprint

National network currently supporting some of the largest Service Providers and Enterprises in Canada.



National Network

Activitel's Footprint spans ~93% of the population and ~85% of businesses in Canada.



Enterprise Grade

Multiple high availability and geographically diverse data centres across Canada interconnected by a private meshed MPLS backbone.





04 | Marketing Program

Full Marketing and Lead Generation Program

In support of our Partners, Activitel will be running a comprehensive Direct Marketing Program geared at promoting services and generating leads which will be passed onto our Partners. The Marketing program includes direct mailers, email campaigns, trade shows, prospect lists and many more. Activitel does not sell directly to customers, we market directly and sell/fulfill through our Partners.

05 | Cloud PBX under \$30/mo. incl. Hardware

Includes all the Bells and Whistles and Unlimited Canada Wide Calling



Worker



Employee \$21.99 / mo.



Manager



Manager \$23.99 / mo.



Executive



Executive \$25.99 / mo.

06 | Full Training and Certification Program

We will get you ready for success!

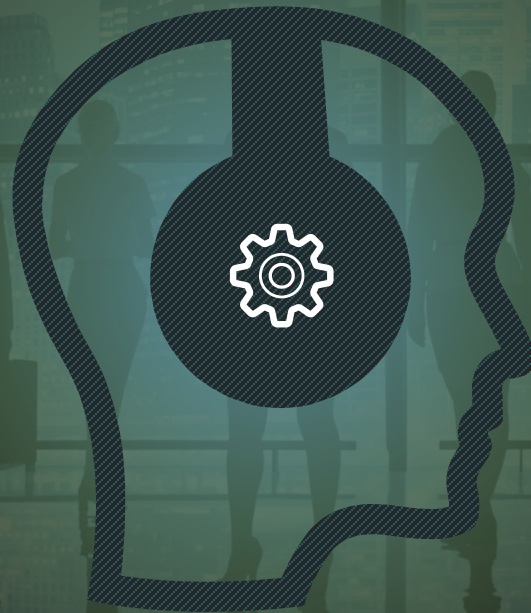
Foundational Telecom Training

We will provide Foundational Telecommunications training to ensure you get started on the right foot.



Implementation and Provisioning Training

Comprehensive training on the Implementation and Provisioning systems to enable quick customer activation and get the revenue flowing in.



Sales Tools Training

Activitel will provide all the necessary tools needed to become successful selling services.

Sales Support

Experienced sales support professionals will be available to answer questions and assist in your sales efforts.



Certification

Once all training has been completed, you will become a Certified Activitel Partner and be ready to start selling all services.



Thank You



Partner Program Product Portfolio

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