



# net:telecom

communications solutions

## Join the net:telecom partner programme and resell free inter-site and low-cost local, mobile and national calls

### Generate additional revenue

Offer your customers a service that delivers low-cost external calls and free inter-site calls – all from the same hardware.

#### Features

- Hardware to cover all phone/IP network configurations.
- Seamlessly integrated into the current telephone network – no redundancy or telephone network re-configuration.
- Transparent to users – dial as usual.
- Self install or managed installation.
- Extendable system; start with free inter-site calls then upgrade to low-cost external calls with no additional hardware; or start with low-cost calls then bolt on free inter-site, mobile worker or SOHO as the company grows by adding unobtrusive hardware at each site.
- Remote management.
- Flexible: increase sites and size as required.
- Enhance your revenues with extra value added services such as installation, commissioning, support and service contracts.

net:telecom offers demonstration facilities or equipment for on site demonstration and try-before-you-buy. The on-site trials take no more than one hour to set up at each location, can be set up in any two locations the client chooses and then left in-situ for a maximum of four weeks.

### What's involved?

One installation is required at each site, the hardware is purchased for £100 to £5,000 depending on call volume and functionality. This is followed by an installation fee, monthly service and fixed maintenance fee – then all support is included. Inter-site calls are free and uncapped (because they are via the Internet). External calls are significantly reduced – routed to net:telecom over the Internet and then directed externally over the telephone network at low-cost, with call costs billed monthly. Typical end user

**savings are up to 30% on external calls and 100% on inter-site calls.** Generally companies make a significant saving of 40% overall on monthly telephone bills.

#### Product Advantages

- Installation is low cost. The current telephone network stays in place, only requiring the addition of some re-routing hardware. Transmitting voice and data on the same network creates savings on infrastructure and administration.
- net:telecom configurations for free inter-site and low-cost external calls can expand and change with company demands, without redundancy or waste.
- With remote management the network can be optimised from time to time as the company workflow changes.
- net:lowcall (low-cost external calls) can be seamlessly added to net:freecall (free inter-site calls), or vice versa, at any time after the initial purchase and installation
- The versatility and wide product range suit any configuration from head office to branch to home or mobile worker, resulting in trouble free business expansion – particularly for a field based workforce which can benefit from the same communication and network facilities of the office team.

### The opportunity

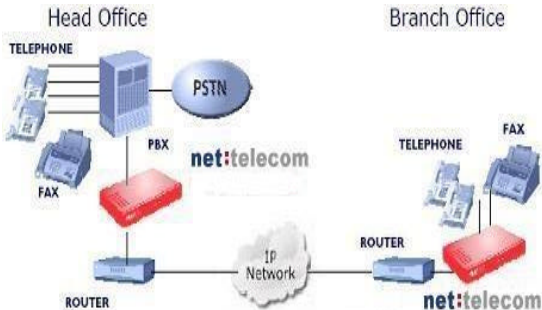
Internet bandwidth in the UK costs less when compared to the cost of fixed line phone calls. If your customers have an Internet link why aren't they using it for telephone calls and saving money?

On average companies are currently paying 1.8p to 2p per minute for land-to-landline calls. With net:lowcall this can drop as low as **1.2p** per minute. Land-to-mobile calls traditionally cost around 16p per minute, but with net:lowcall this can drop as low as **11p**. To sign up as a partner please contact our sales representative today on ☎ 0870 872 0202.

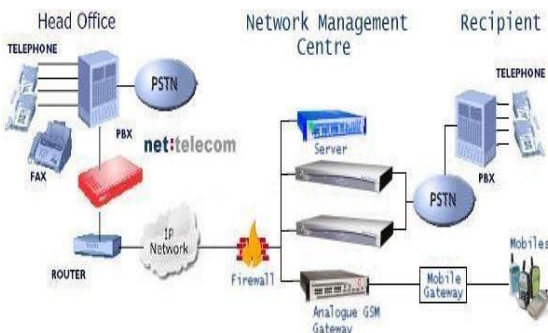
**Product configurations**

The net:telecom equipment is shown below in red. There are many possible configurations, please contact net:telecom for details.

**Basic net:freecall**



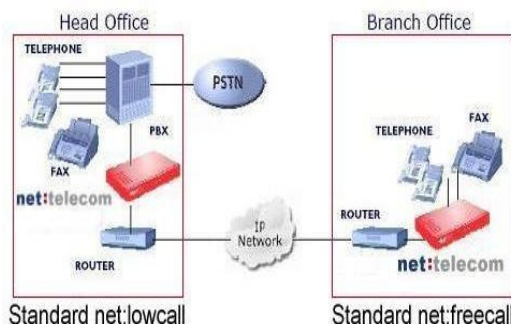
**Basic net:lowcall**



**net:freecall configurations**



**net:lowcall & net:freecall**



**Channel Partner Programme**

The net:telecom channel partner programme encourages partners to earn substantial one-off and ongoing revenues from the sale of net:freecall and net:lowcall services. The three types of partner are:-

**Introducer : Introduces sales opportunities**

The partner simply introduces the net:freecall or net:lowcall services to businesses. net:telecom will then manage the sales cycle and any sale that results from the introduction will earn the partner a one-off commission of 5%.

**Reseller : Reselling to end users**

Reseller partners actively sell both net:freecall and net:lowcall to businesses under the net:telecom brand. Resellers will earn a one-off commission of 10% on all such sales. net:telecom remain responsible for installation, maintenance, billing and ongoing support to customers.

**Wholesaler : Reselling under own brand**

Wholesalers are responsible for managing the complete sales cycle, can sell under their own brand and receive up to 25% discount off both hardware costs and monthly billing. The wholesaler is responsible for sales, installation, monthly billing and ongoing support.

**Advantages of partnering**

- Offer a cash saving product with fast Return on Investment (ROI)
- Cost effective to implement and maintain
- Non-disruptive technological advancement
- Revisit prospect base with a new cost saving solution
- Revisit lost customers or deals with a new 'value add' offer
- Create new opportunities within existing customer base
- Additional equipment sales through packaged deals

**Suggested Target Markets**

- Retail chains
- Banks, financial services and institutions
- Accountants and solicitors
- Inter-site manufacturers
- Travel, estate, and recruitment agencies
- Multi-site companies
- Dispersed sales teams or field engineers

**VoIP Telephony Benefits**

VoIP benefits companies where:

- New offices require telephony infrastructure at minimal cost
- Existing systems do not meet current or future business needs
- Service/rental contracts are too expensive

**Partner support**

- Demonstration facilities
- On-site trials
- Sales and marketing information
- ROI model
- Training and accreditation

Contact net:telecom NOW to start earning revenues by offering VoIP to your existing customers

*“ When we compared our current costs, the decision to install net:telecom was a simple one: we couldn't afford not to. ”*

**Stephen Flood, Managing Director DC-Sat.Net**

**Next steps**

To become a net:telecom channel partner please contact net:telecom via

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