



PortaOne is a leading global communications infrastructure vendor. PortaOne enables Internet telephony service providers (ITSP) and voice network operators to quickly and efficiently implement, manage and deliver a wide range of solutions for their services.

PortaOne Distributor Program

PortaOne is looking for distributors to re-sell its products among ITSPs worldwide.

Improve your product line, create market differentiation, and enjoy new revenue streams by becoming PortaOne distributor!

- Increased sales opportunities
- Better customer relations through extensive consulting and personalized services
- Low costs to market with no quotas
- Unique product line with a proven track record
- Market leading discounts and revenue split
- Sales opportunities for new service applications
- Competitive edge over other regional players
- Ability to provide customers with turn-key solutions
- Easy to integrate products with high market demand
- Opportunity to create bundles with HW, integration and other services

Distributor Program: Requirements and Benefits

Who should become a distributor?

- VoIP hardware distributors
- System integrators
- IT/Telecom consultants
- Other companies with experience in local telecommunications market

What does a distributor do?

- Market PortaOne products (no exclusivity required)
- Target ITSPs in its region
- Train its customers
- Provide technical support

What do you need to become a distributor?

- Good knowledge of telecommunications industry and regional market
- Training on PortaOne products
- PortaSwitch to provide demo to clients
- Educated sales force
- Certified engineers to provide technical support

How can PortaOne help?

- Provide customized product and technology training
- Certify engineers
- Offer pre-sales technical support
- Ensure marketing support (participation in industry shows, marketing materials, etc.)
- Support and train the sales staff
- Provide second line technical support to the distributor's clients

