A CLOUDPBX SERVICE DESIGNED FOR

MANAGED SERVICE PROVIDERS

WHAT WE OFFER MANAGED SERVICE PROVIDERS

- CloudPBX Solution Partnership 
- 100% Channel Commitment 
- Highest Commission to Revenue Percentage 
- Tailored Customer Support Options 
- A Truly Unique UCaaS Offering 

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CLOUDPBX SOLUTION PARTNERSHIP

- As a Solution Partner, your MSP is an **integral** part of the PREMHost CloudPBX solution for your Customers rather than an uninvolved referrer.

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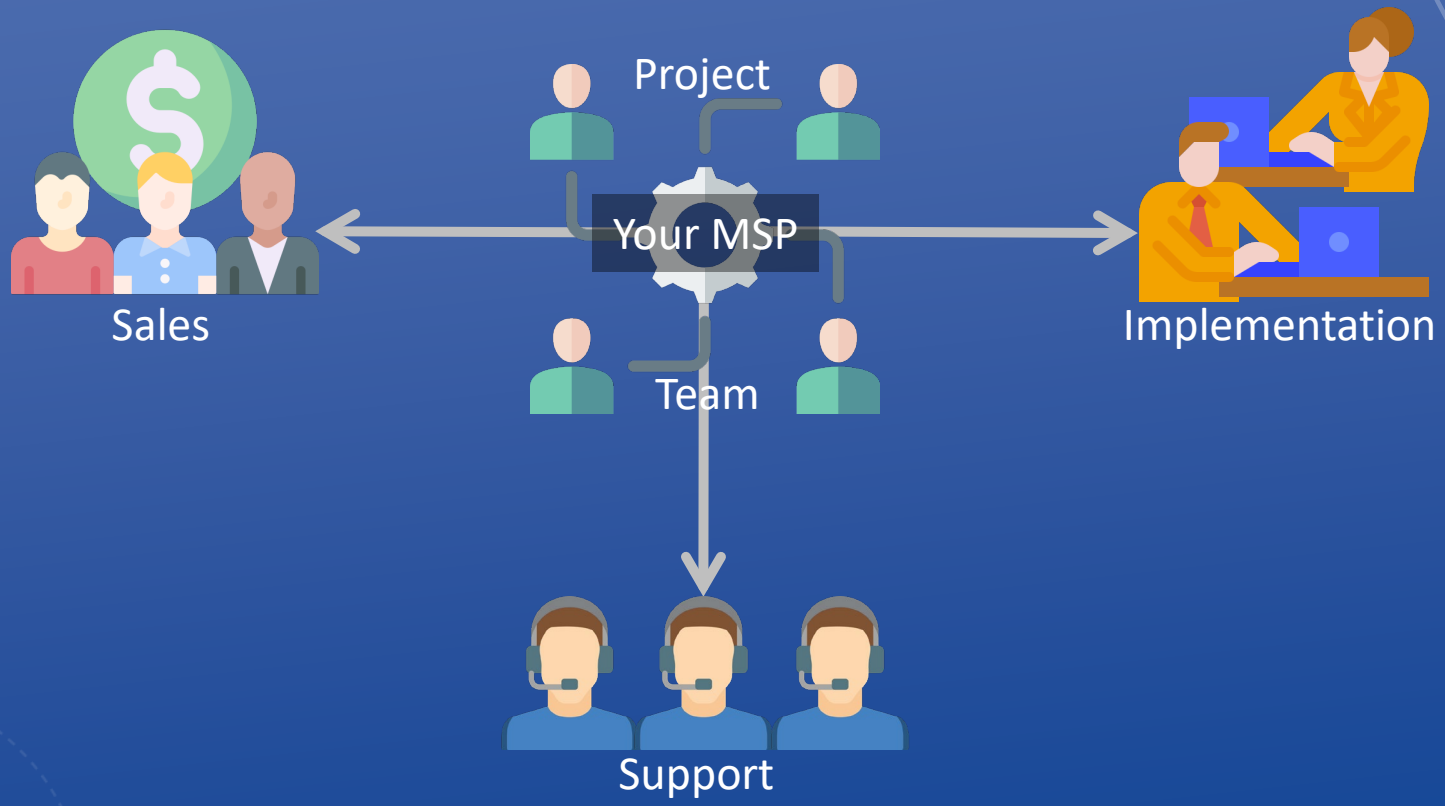
CLOUDPBX SOLUTION PARTNERSHIP

- Your MSP retains **control** of the sales, implementation and support process.



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CLOUDPBX SOLUTION PARTNERSHIP

- Your MSP remains closely-involved with a crucial customer solution - your customer's telecommunication service…

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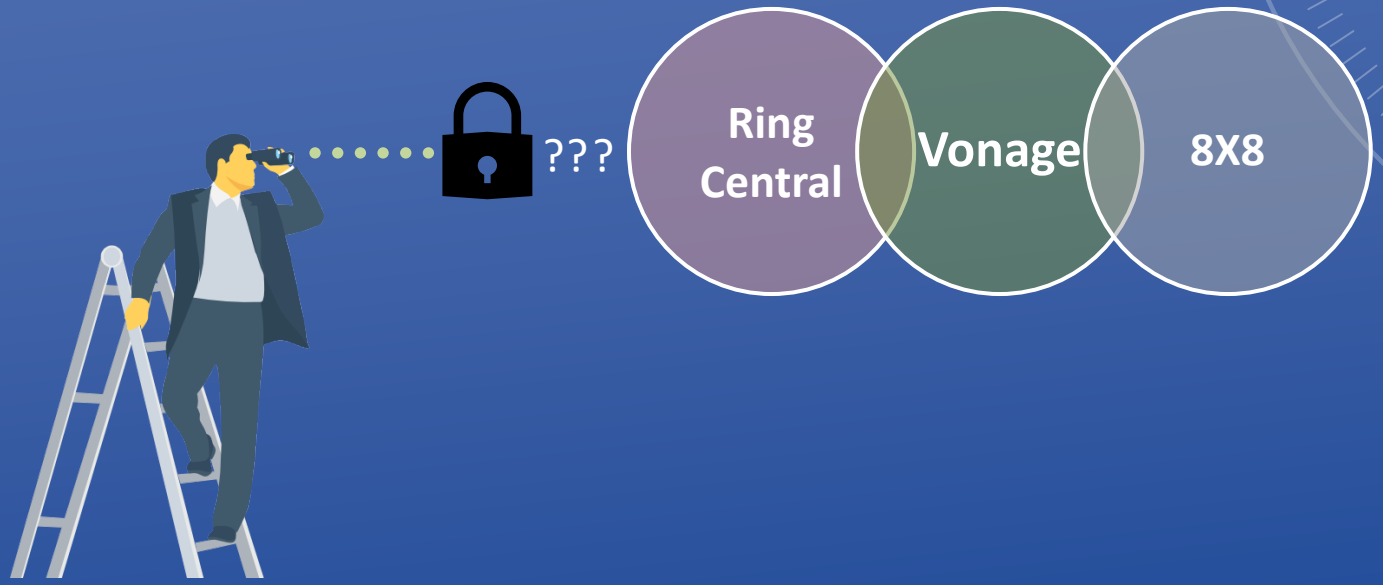
CLOUDPBX SOLUTION PARTNERSHIP

- …rather than being an outside observer.



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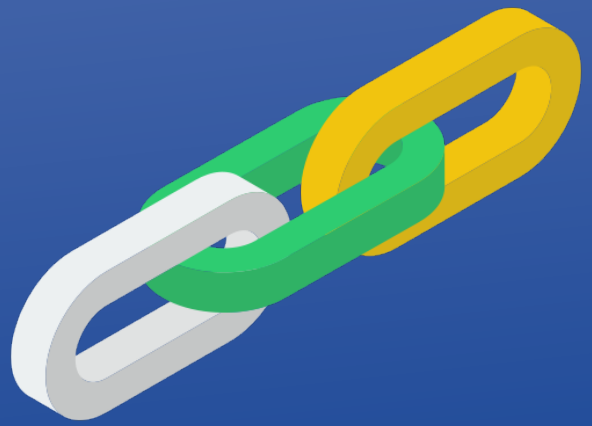
CLOUDPBX SOLUTION PARTNERSHIP

- Your MSP becomes indelibly linked to your Customer's CloudPBX Service delivery and support ensuring that a competitor won't be able to use it as a wedge point to engage your customers.



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100% CHANNEL COMMITMENT

- Your Customers. Your Call. Always*!*
- We ***NEVER*** sell directly to your Customers
- You lead every stage of the sales process
- You decide how much, or how little, direct interaction we have with your customer
- We ***NEVER*** contact your customer without your permission
- We ***NEVER*** work with a competitor in an established account
- We adapt to your sales strategy

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HIGHEST COMMISSION TO REVENUE PERCENTAGE

- Up to 25% commission against revenue

  A typical 100-user sale = **$625/month** residual payment @ 25% commission

- Commission percentage determined by your support commitment
- The more support responsibility you accept the higher your commission percentage
  - Level 1 – Early Adoption = 15%
  - Level 2 – Standard Adoption = 20%
  - Level 3 – Advanced Adoption = 25%
  - Level 4 – Enhanced Adoption = >25%

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TAILORED CUSTOMER SUPPORT OPTIONS

Level 1

Early Adoption Level

- Offer UCaaS to your customers without the upfront investment in time & money
- Digital Future can provide all project implementation, programming and support services to your customer
- Build your UCaaS base and experience

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TAILORED CUSTOMER SUPPORT OPTIONS

Level 2

Standard Adoption Level

- As your UCaaS revenue grows, you may want to take on more responsibility for implementation and customer support
- Digital Future will assist you with training and Tier 2 support services
- Your commission % will increase from 15% to 20%

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TAILORED CUSTOMER SUPPORT OPTIONS

Level 3

Advanced Adoption Level

- Once your UCaaS revenue becomes self-sustaining, your MSP can move up to Level 3
- Digital Future will assist you with training and Tier 2 support services
- Commission % will increase from 20% to 25% and above, dependent upon the level of client support services you assume
- Digital Future will customize a program to fit your business model

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TAILORED CUSTOMER SUPPORT OPTIONS

Level 4

Enhanced Adoption Level

Your business model may be better suited to a customized program, so we have designed a variety of customization options for our Partners. Below are some examples of customized programs that we have built for other MSPs:

IMPLEMENTATION OUTSOURCING

Your MSP may not want to tie-up support resources for implementations but wants to control all other aspects of customer support. We can be your implementation team.

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TAILORED CUSTOMER SUPPORT OPTIONS

Level 4

Enhanced Adoption Level

Your business model may be better suited to a customized program, so we have designed a variety of customization options for our Partners. Below are some examples of customized programs that we have built for other MSPs:

BACKGROUND SUPPORT SERVICES

Your MSP may always want Digital Future in the background. We can provide your MSP with custom documentation, pass-through support services and branded customer interaction.

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TAILORED CUSTOMER SUPPORT OPTIONS

Level 4

Enhanced Adoption Level

Your business model may be better suited to a customized program, so we have designed a variety of customization options for our Partners. Below are some examples of customized programs that we have built for other MSPs:

TIER 3 DESIGN & SUPPORT SERVICES

Your MSP may have staff with high-level VoIP expertise and will want us to hand-off a spun-up instance for programming and Tier 3 support services from Digital Future for CRM integration, High Availability, Contact Center programming & design, Omnichannel implementations, etc.

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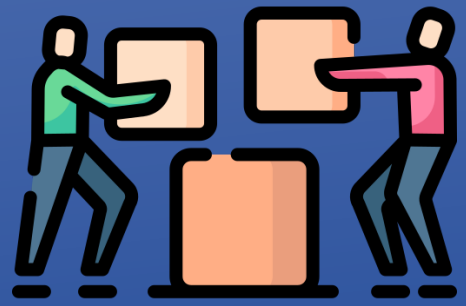
TAILORED CUSTOMER SUPPORT OPTIONS

DIGITAL FUTURE WILL WORK WITH YOU TO BUILD A PROGRAM



THAT BEST FITS YOUR BUSINESS PLAN

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PREMHost CloudPBX built on 3CX

A TRULY UNIQUE UCAAS OFFERING

- PREMHost is built on 3CX, which is the most complete, feature-rich and competitively priced Software PBX on the market.

3CX®

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  - Fully-functional interface regardless of platform selection: Web Client, Windows & Apple Desktop Application or Smartphone Client.

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  - Fully-functional interface regardless of platform selection: Web Client, Windows & Apple Desktop Application or Smartphone Client.
  - Tight Integration with most major CRM Solutions.
  - Single User Monthly License fee includes all features
    Voice, Video, Chat, Fax, Call Recording, Switchboard, Live Chat & Talk, Web Conferencing, Webinar, All Endpoint Options and more.

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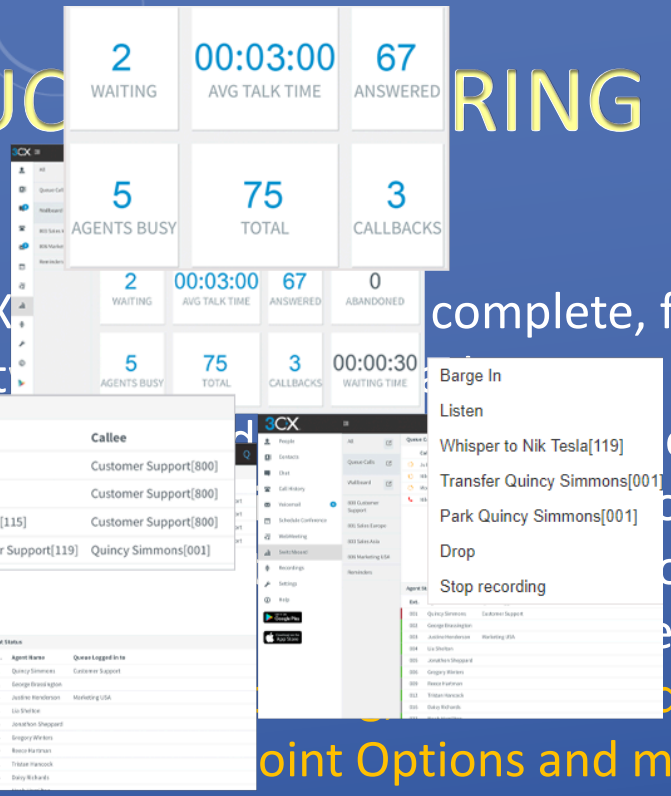
A TRULY UNIQUE UC RING



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  - Fully-function ection: Web Client, Windows & one Client.
  - Tight CRM I ons.
  - Single User es
    Voice, Video d, Live Chat & Talk, Web Conferencin oint Options and more.
  - Contact Center & Omnichannel features incur no additional fees making it impossible for other solutions to compete when a customer requires any advanced features.

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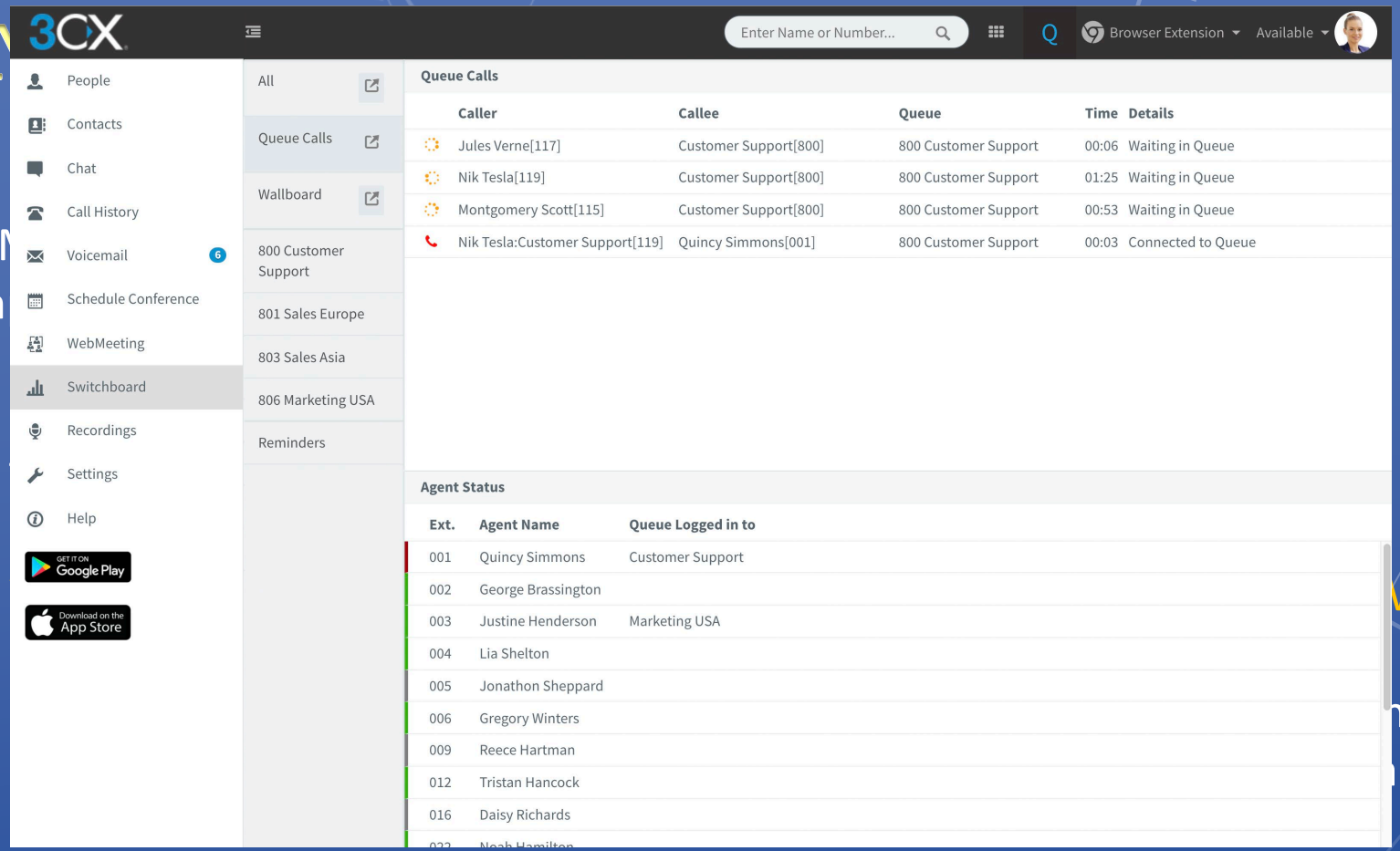
  - The 3CX Contact Center is native to 3CX, not a third-party solution, so Agents & Supervisors use the same interface as all other users.



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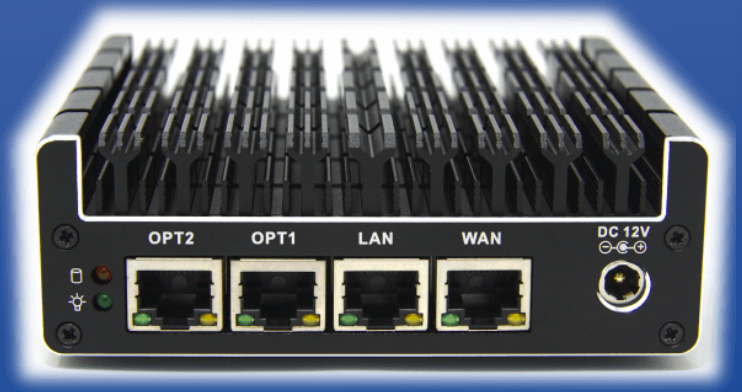
A TRULY UNIQUE UCAAS OFFERING

- Digital Future has deployed game-changing technology to provide unequaled end-customer support services:
  - A proprietary Local Monitoring Appliance is deployed at every customer site that monitors internet service performance and availability, provides secure remote access to phones and other Digital Future managed devices and gives us troubleshooting tools for packet capture and monitoring of packet loss, latency and jitter.



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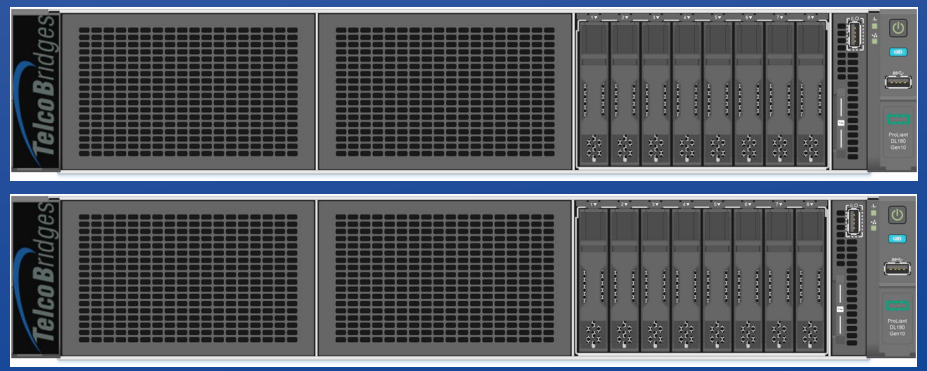
  - Redundant Session Border Controllers. No need to modify firewall policies or worry about deploying phones to remote workers. Our SBCs will defeat almost any NAT issue that a home firewall can throw at us. If not, then we simply deploy a local SBC that establishes an encrypted tunnel to our proxies.



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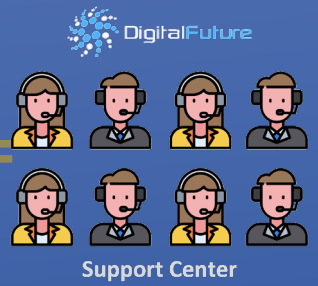
GAME CHANGING TECHNOLOGY

Local Monitoring Appliance



Voice VLAN

Secure Remote Access

- Remote Access to Phones
- Remote Access to User PCs
- Search by MAC, IP & Device Name
- Factory Default & Reprovision Phones

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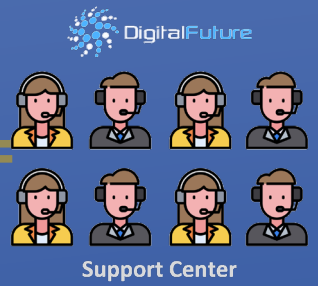
GAME CHANGING TECHNOLOGY

Local Monitoring Appliance



Internet Service Performance Monitoring

- Connection Up/Down
- Bandwidth Availability
- Packet Loss
- Latency
- Jitter

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GAME CHANGING TECHNOLOGY

Local Monitoring Appliance

Alarms and Reporting on Key Criteria

- Connection Up/Down
- Bandwidth Availability
- Packet Loss
- Latency
- Jitter

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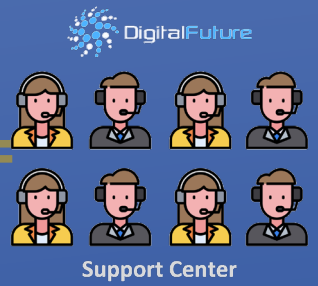
GAME CHANGING TECHNOLOGY

Local Monitoring Appliance



Feature Enhancements

- Local SBC Deployment
- Advanced Feature Pack
  - Hot Desking
  - Local Device Registration via UPnP
  - Legacy Device Support

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GAME CHANGING TECHNOLOGY

Session Border Controllers

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Redundant SBCs

UAS-User Agent Client

UAS-User Agent Server

Interoperability

- Normalizes SIP signaling to mitigate incompatibilities between vendors
- Transcoding – i.e. G.711 to G.729
- Protocol internetworking – i.e. SIP-to-H.323

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GAME CHANGING TECHNOLOGY

Session Border Controllers

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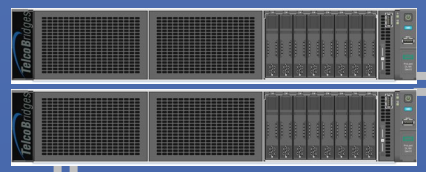

UAS-User Agent Client

UAS-User Agent Server

Security

- Detects & deflects DoD/DDoS & Registration Floods
- Safeguards against toll fraud & service theft
- Provides media & signaling encryption

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GAME CHANGING TECHNOLOGY

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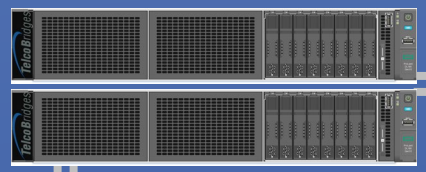

UAS-User Agent Client

UAS-User Agent Server

Back-to-Back User Agent

- Topology obfuscation to prevent intrusion and mapping to private networks
- Facilitates seamless private to public routing of SIP and RTP traffic using header manipulation

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GAME CHANGING TECHNOLOGY

Session Border Controllers

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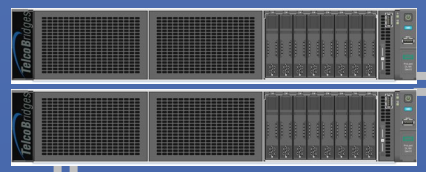
Redundant SBCs



UAS-User Agent Client

UAS-User Agent Server

NAT Traversal

- NAT Detection
- Address Translation
- NAT Pinhole Maintenance
  - Ensures that critical ports remain open so that SIP messaging flows seamlessly

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GAME CHANGING TECHNOLOGY

Session Border Controllers

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Redundant SBCs

UAS-User Agent Client

UAS-User Agent Server

Traffic Management and Routing

- Call Rate Limiting
- Load Balancing
- Route by Called or Calling Number
- Route by Availability

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IN REVIEW

- CloudPBX Solution Partnership
- 100% Channel Commitment
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THANK YOU!

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