

DOUBLEHORN BUSINESS PARTNER PROGRAM

From generating demand to supporting your customer and everything in between, the DoubleHorn Partner Program provides the support and training that is key to your future success.

DoubleHorn Positions Your Business for the Future

Hosted IP Communications services are quickly being adopted by a growing number of small and medium businesses. Many organizations are already using them to provide the integrated local, long distance voice as well as internet services that they demand. All at prices that were previously unheard of. In addition to the cost savings, these services provide features and functionality that previously were available only to large enterprises.

To stay ahead of your competition, increase your product and services options and provide the features that your customers demand, join forces with DoubleHorn Communications. DoubleHorn is a pioneer in the Hosted IP Communications industry and will manage these services with a focus and determination that the legacy telephone companies can't even touch.

The DoubleHorn Business Partner Program Delivers to Your Expectations

Whether you are a traditional PBX or Key System reseller, telephony interconnect, IT Systems Integrator, data VAR or a telecommunications agent, there has never been an easier and greater opportunity to reach into the small business market segment. DoubleHorn delivers broadband, Hosted and IP Trunking telephony services, as well as core business services such as email hosting and storage backup. In addition, DoubleHorn provides world class IP devices, including phones and routers, at no upfront cost to the end user.

With the DoubleHorn Business Partner Program, you take advantage of a complete, integrated communications solution that addresses the unique and flexible requirements of the small business customers that you are already servicing through other means. Our hosted telecommunications system is designed for the needs of small businesses, not adapted from consumer oriented services. We offer a hybrid of traditional telephony features similar to those provided by expensive PBX and Key Systems as well as IP enabled business enhancement capabilities. In addition, we manage and control the IP network to ensure a guaranteed Quality of Service.

As a DoubleHorn Business Partner You Benefit From:

- The ability to offer a differentiated solution that will expand your customer base, and increase your share of their total voice and data communications budget. All with less management required from your organization.
- Proven business model developed and managed by original local team.
- A bountiful residual income stream.
- Increased options with the ability to quickly implement a hosted IP telephony solution using existing customer broadband or sell a complete bundled and managed network solution
- Our industry leading program which provide new IP phones as part of our integrated offering with NO UPFRONT COST.
- A local company headquartered in Austin, TX.
- A robust partner program that is easy to participate in and makes selling, servicing and supporting your customers simple and lucrative.

Partner Program Levels Meet Your Specific Needs:

Different types of partners have different needs and requirements. That is why we created program and support levels that are tailored to your capabilities and business models. Whether you provide telecommunications products as an agent, sell traditional premise based solutions or can simply influence a sale through a recommendation, DoubleHorn has the partner program ideally suited to augment your offering. Just select the program that best suits your needs and business requirements and start enjoying the benefits.

Certified Agent Program: Partners with significant sales, technical and operational teams, are an ideal fit for this program. Traditional telecommunications interconnects, and IT integrators that manage their own installation staff and understand the IT and LAN environment for small businesses will benefit from this program. It is expected that these partners can actively manage the installation and ongoing support requirements that customers require.

Agent Program: This program is designed for partners who work independently to market and sell, but not install, the DoubleHorn suite of communications services. These agents, many of whom have expertise to sell to small businesses, actively manage the sales and marketing of DoubleHorn services.

Referral Program: These partners may already promote and facilitate the sale of communications and related services to customers and DoubleHorn's solutions represent an easy way for them to enhance their portfolio. If you can influence or identify prospective customers for DoubleHorn but do not desire to manage the sales process, this is the program for you.

DoubleHorn Communications Partner Support Exceeds Your Expectations

We know that you have high expectation of your partners and DoubleHorn works hard to ensure that you receive the highest standard of training and support available. We are committed to providing the tools, sales support and training necessary to help you:

Train Your Organization

We provide detailed sales, technical and support training through onsite demos, web based seminars and documentation that will give your team the background and confidence to represent our unique services in the market and immediately start generating sales and profits.

Generate Demand

As a channel focused organization we will pass you qualified leads for both DoubleHorn as well as your core services and provide you with the collateral and marketing expertise to ensure a continued flow of opportunities.

Sell, Sell, Sell

Take advantage of our proactive sales expertise and our robust sales tool kit designed specifically to help you make the most of your existing customer base and expand your prospects.

Customer Support

Our technical teams are unmatched and available for installation, customer support, and ongoing technical support services throughout the life cycle of your customer relationship. We actually answer our phones with a human touch that, unfortunately, is now unique within the telecommunications industry.

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