

SIP Trunking Battlecard (Partner Benefits)

Intermedia's SIP Trunking service routes phone calls over the Internet for big savings and enhanced features



INTERMEDIA

The Business Cloud™

Why Sell Intermedia SIP Trunking?

Sell with Confidence... We're Focused on Your Success!

- ✓ Superior support
 - 2 levels of sales support
 - 24/7 technical support (phone & email)
- ✓ SIP Trunking experts: Intermedia switches over 1 billion voice minutes each year
- ✓ Great upfront and recurring commissions
- ✓ Broad range of interop PBX s for more sales opps.
- ✓ Premium billing support
- ✓ Proprietary VoIP Scout test ensures customer's network can support high-quality voice service
- ✓ All technology, from switching to billing has been developed in house, enabling fast issue resolution, cost savings for your customers, and strong compensation for partners

Customer Benefits

Provide your customers with current technology over old school PRI and POTS lines. IP PBX technology simply works better using VoIP.

Big Savings on Phone Bills

- SIP Trunking can reduce phone bills up to 50% with low long-distance, toll-free and international rates, and free inter-office calls
- SIP Trunking cost savings can quickly offset the cost of a new phone system!
- No long-term contracts: services are month-to-month

Disaster Recovery & Business Continuity

Fail Over Routing automatically redirects inbound calls if the primary termination location is unavailable. By location or as finite as by DID.

Management & Administration

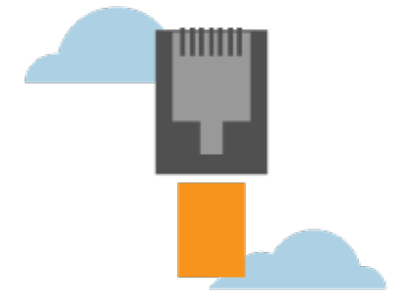
Partners and customers manage SIP Trunking services with an easy-to-use web portal: control of settings/configuration, invoices /reports, and online support requests

Security

- Destination monitoring identifies fraud patterns
- Authentication for all outbound calls
- Geographical IP address registration restrictions
- Ensures customers are behind a firewall
- International calling automatically blocked if fraud is detected
- Strong password protocol

Enhanced Features Improve Staff Productivity

- Auto Attendant: answer and route calls, so callers can easily reach the right person
- WebFax: streamline faxing by sending, receiving and managing faxes with a PC
- FollowMe: always be reachable by instantly forwarding calls to up to three numbers
- Remote Market Numbers: numbers from multiple rate centers are available at the same cost as a local phone number
- Conferencing Number: up to 150 participants



Reliability Sets Us Apart

Intermedia's 99.999% uptime service level agreement delivers worry-free SIP Trunking

- SIP Trunking is hosted in top-tier, enterprise-grade datacenters
- High-availability hardware and network components guard against outages
- In the unlikely event of a datacenter disruption, SIP Trunking service is instantly restored through mirrored datacenters
- Multiple tier 1 Internet providers offer redundant service to route traffic around any provider system issues
- Geographically dispersed datacenters help ensure availability and facilitate traffic routing
- Our technical architecture keeps voice quality at the highest crystal-clear levels
- High network bandwidth for peak demand

Qualifying Questions to Ask Your Customers

1. How much do you pay each month for line fees, long distance & inter-office calling?
2. How important is it for you to have access to 24/7, live customer support?
3. Have you thought out a plan for Disaster Recovery/Business Continuity scenarios?
4. Do you currently use or have a need for phone numbers outside your local market?
5. Does your existing phone system support enhanced productivity features?