

Channel Productivity.
Any Business. Any Size.



The World's most
Sophisticated
Hosted Contact
Center is Now
Available for Sale
by Partners.

CVCC Strategic Partner Program puts the earning power in your sales rep's hands wherever they are, with the flexibility and support you seek in a partner program.

For nearly 30 years, Aastra Intecom has powered contact centers for some of the world's largest and most demanding companies. Now that power is available for companies of all sizes through service provider offerings.



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CVCC™ Strategic
Partner Program

Hosted Contact
Center Solution
for Resellers

Your Connection to the World



All the Delivery Capability.
No Capital Investment. Simple.

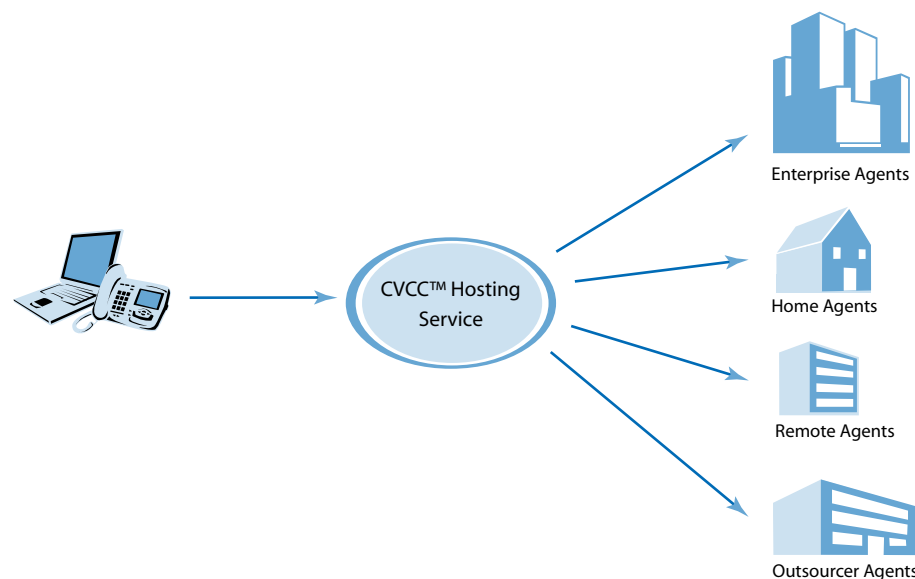
The CVCC™ Strategic Partner Program provides the ability for service providers and value-added resellers to offer a hosted call center solution without any infrastructure or support investment.

Businesses of All Sizes are Moving to Hosted Solutions

Business drivers include:

- » Moving from CAPEX to OPEX
- » Retaining current hardware platforms (phones and PCs)
- » Utilizing most advanced contact center functionality
- » Rapidly deploying incremental agents for peak traffic/campaigns
- » Unifying in-house agents and outsourced agents
- » Eliminating costly relocations and/or development of new contact centers by integrating them virtually
- » Integrating new contact centers acquired through M&A

Aastra's Powerful System Supports Thousands of Agents on One Platform

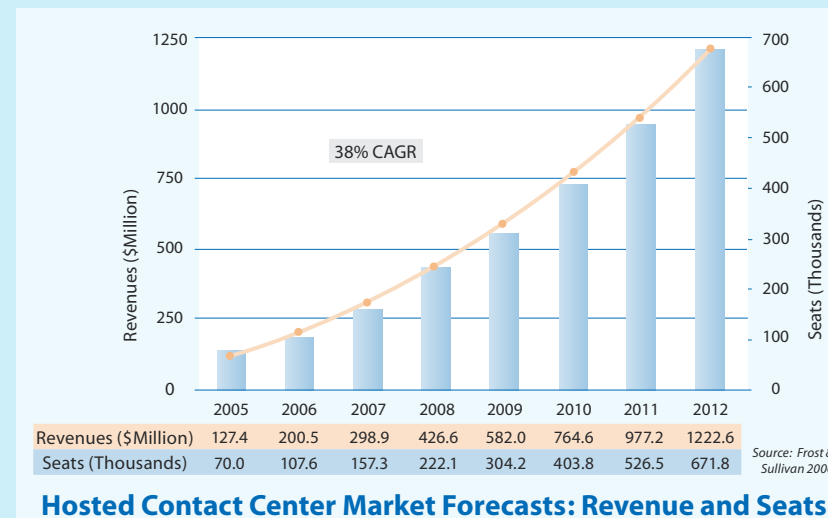


Any Call. Any Phone. Any Agent. Any Where.

You Take Care of Your Customer's Needs.
We'll Take Care of Yours.

Reasons to Resell Hosted Contact Centers

Hosted Contact Centers are among the fastest growing telecommunications market segments, growing at 38% CAGR, according to a 2005 Frost & Sullivan study. This market segment has historically been available only to large service providers who already have, or can afford to buy, the hardware and software infrastructure and experienced human resources required to deploy a hosting center.



Hosted Contact Center Market Forecasts: Revenue and Seats

The CVCC Strategic Partner Program Negates/Resolves Barriers to Entry:

- » High expense/ high risk for service providers to operate hosting center
- » Unique skills and experienced resources to operate hosting center efficiently / proficiently
- » Ability to provide first- and second-tier support

The CVCC Strategic Partner Program levels the playing field, giving resellers of all sizes the ability to provide a unique, value-added service to their target market. Easily demonstrated ROI elevates the consultant to a true "trusted advisor" status.

Aastra Makes it Easy for Agents to Make Money with CVCC

- » No Capital Investment
- » Sales Training from Industry Experts
- » Co-Branded Reseller Collateral
- » Client Contract Signing Incentive
- » Recurring Commission for the Life of the Contract
- » Paid Commission for Upgrades and Expansions
- » Opportunities for Cross Sales of Other Products and Services



You Take Care of Sales.
We'll Take Care of Delivery.

Fast Productivity
Fast Success
Fast Profit

A "Win-Win" Partner Program

Partner Role:

- » Prospect in Target Market
- » Present Solution to Prospect
- » Submit Proposal
- » Close Sale
- » Receive Commission AND Annuity
- » Maintain Relationship for Upgrades & Renewals

Aastra Role:

- » Operate 24/7 Hosting Center
- » Drive Lead Generation
- » Train Partner Sales Representatives
- » Provide Demo, Configuration and Quotation Tools
- » Sales Support for Complex Deals
- » Provide Customer Training and Support
- » Deliver Professional Services and Provisioning