

## SAGEMCOM INTRODUCES THEIR NEW PARTNER PROGRAM

**Sagemcom announced the launch of a new Partner Program designed to accelerate its channel partner's sales revenue and profit.**

MONTREAL, Canada (May 24<sup>th</sup>, 2013) - Sagemcom, a global leader in advanced fax server solutions for IP networks; today announced the launch of their new partner program for their XMediusFAX solution. Designed to accelerate its channel partner's sales revenue and profits, this refreshed and redesigned program is based around the company's long history of focus on the channel, with a clear commitment to developing business jointly with our partners.

The Sagemcom Partner Program has been conceived to assist partners in enhancing their competitive position within the market. Its primary goal is to develop win-win collaboration by proposing simple and flexible tools and initiatives to give partners many good reasons to invest time and energy in selling our solutions.

"As a channel organization, the success of Sagemcom is directly dependent upon the expertise and the commitment of our partners." said Jean Champagne, General Manager of Sagemcom Canada. "Our partners are at the center of our business model, that's why we make them our primary focus and want to provide them with the best solution for customers, combined with the best channel program."

The Sagemcom Partner Program is performance based; partners that deliver the greatest value to Sagemcom will reap the greatest benefits. The program provides four tiers – Strategic, Gold, Silver and Bronze – to reward partners at every level. As a partner moves from one level to another, the rewards and access to benefits increase.

Unlike any other partner program, Sagemcom do not charge for on-boarding and offers in-house expertise and sales support; thus eliminating all costs and directly impacting the income statement with immediate returns.

For more information on the Sagemcom Partner Program, visit:  
[xmediusfax.sagemcom.com/partners/business](http://xmediusfax.sagemcom.com/partners/business)

## **About Sagemcom**

French high-technology group with an international dimension, Sagemcom operates on markets of broadband (digital home, digital set-top box, broadband and residential terminals), telecom and energy (M2M, telecommunications infrastructure, smartgrid and metering), and management of documents (printing terminals, software and solutions, digital production workflow).

With a turnover of about 1.5 billion Euros, Sagemcom employs 4 600 people on five continents; already a European leader in most of its key markets, Sagemcom aims to become a world leader in high added value communicating terminals.

Sagemcom is strongly committed to sustainable development through the life cycle of its products: eco-design, energy consumption, ethical code of all its suppliers.

For more information: [www.sagemcom.com](http://www.sagemcom.com)

## **About XMediusFAX**

Sagemcom is the global leader in advanced fax server solutions for IP networks. Its field-proven XMediusFAX™ leverages IP telephony and Unified Communications (UC) systems to enhance productivity, collaboration, and ROI by integrating fax on the desktop. Deployed worldwide in enterprises and service provider sites since 2002, XMediusFAX is the most mature T.38 Fax over IP (FoIP) software on the market. It delivers scalable, secure and survivable FoIP solutions, empowering businesses to fulfill the compelling promise of UC.

Website: [www.sagemcom.com/xmediusfax](http://www.sagemcom.com/xmediusfax)

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