

# Take Your Share of the UCaaS Market

## TetraVX Channel Partner Program

TetraVX is a hosted unified communications provider that specializes in flexible solutions to fit an organization's unique needs. TetraVX's platform enables the integration of new and existing technology, blending feature-rich, cloud UC solutions with current IT infrastructure and business applications. With best-in-breed voice, conferencing, messaging, and contact center solutions, TetraVX can tailor collaboration environments to the end user's needs.

TetraVX provides three industry-leading solutions, all supported by our flexible platform and layered with services designed to make the most of an end-user's UC experience.

**nVX**  
Powered by Netrix

nVX is a 'made for the cloud' solution designed for organizations that would like to replace their legacy on-premise phone system while capitalizing on previously made infrastructure investments.

**sVX**  
Powered by Skype for Business

sVX offers the full, all-in-one, Skype for Business collaboration suite hosted in the TetraVX cloud. sVX seamlessly integrates with O365, Active directory, and all Microsoft applications.

**cVX**  
Powered by Cisco

cVX is a cloud-based solution powered by Cisco that enables organizations that already have investments in Cisco infrastructure to make a cost-effective move to the cloud.



### Unified Communications as a Service Forecast

The UCaaS market size is expected to grow to \$28.69 billion by 2021. The major drivers of this market include low cost of ownership as compared to other communications tools, growing trends towards mobility and Bring Your Own Device (BYOD), integration of all communicating services at a single platform, increasing demand by SMBs, and continuous service support.<sup>1</sup>

According to Gartner, 90% of premises-based UC providers will offer some cloud UC functionality by 2021. As a result, providers with premises-centric sales approaches will need to closely align products with adjacent UC cloud applications to gain business.<sup>2</sup>

## Our Partnership Program

Our unique channel program is designed for consultants, interconnects, VARs, master agencies, and wholesale partners who want to extend TetraVX's solutions to their clients. Our team has provided partners of all sizes a proactive defense to account attrition, increased Monthly Reoccurring Revenue, market expansion, and increased client experience.

### Lucrative and Unique Commission Plan

	White Label Partner	Co-Branded Partner	Advisor/Referral Partner
Who are you?	The managed service provider, system integrator, value added reseller.	The managed service provider, system integrator, value added reseller.	The managed service provider, system integrator, value added reseller, consultants, agents.
What brand does your client see?	Your brand	Co-branded as your brand and our brand	Our brand
Who does the selling?	Sold by you	Sold by you and us	You start the conversation, we sell and close the deal
Who does the billing?	Billed by you	Billed by you	Billed by us

## Our Commitment to Providing a Better Experience

With over a decade of expertise in UC solutions, TetraVX has one of the highest customer service ratings in the industry. At TetraVX, we strive to be the standard by which quality of service is measured. Our collaborative approach to developing and supporting our partnerships is what drives true value and satisfaction for the end client. Our partnership engagements cover the entire spectrum of making sure your team is set to be successful, including business plan development, opportunity registration, marketing & demand generation, and channel integration.

## Contact us to learn more about our Channel Partner Program.

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