

UNIFIED COMMUNICATIONS, BUILT FOR MSPS.

# Working together to grow your business



rhipe



**We believe Managed Service Providers are better suited to selling unified communications to businesses than the big telcos** – but getting into the market requires an astronomical financial and technical investment. That’s why we’ve developed a platform and partner program to remove those barriers and enable you to **start selling unified communications at speed.**



There’s no capex or upfront investment required to get started. From day one you’ll have access to:



**A marketplace for unified communications products and integrations.**



**A self-serve, automated provisioning and invoicing platform.**



**Sales enablement, marketing, learning and development and tier 2 + 3 technical support.**



**Multi-carrier fast porting and carrier grade infrastructure.**








Because we’ve come from the industry, we understand exactly where revenue leaks and overheads hinder business growth and have invested in our technology to add automation and clever tools to **fast-track your business and grow your recurring revenue stream.**

# From the channel, for the channel.

Distributed working has emerged as an essential framework for businesses of all sizes and access to quality solutions is just the beginning. **Access4 partners experience end-to-end support, from onboarding to learning and development.**

## Here's what we take care of:

-  **Onboarding your technical and commercial teams** so you can sell from day one.
-  **Sales enablement and marketing campaigns** to help you reach more customers.
-  **Learning pathways across 8 different business areas** to develop your team.
-  **A dedicated 1:1 Partner Success Manager** to help you reach your business goals.
-  **Local tier 2 + 3 support** to assist with technical challenges.

**Access4 partners are channel champions, offering industry preferred solutions to suit a range of customer needs.**

With a focus on driving a partner community through industry events, forums and partner councils we reward and recognise our best performers and work with you to innovate, collaborate and drive change in the industry.

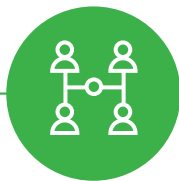
Every business is different, so our partner program has three tiers to best fit your business goals. Opt for an accredited program for an easy introduction to unified comms sales or accelerate growth with our white-label, platinum partnership.

**We're a channel only provider, we don't compete with you and we don't own your customer. We invest so you succeed.**



# Access new markets and scale with ease

Increase customer value with a range of enterprise level cloud voice and collaboration tools to offer industry best technology and increase stickiness. With a growing roadmap of unified communication products and integrations you'll always have access to the latest technology.



## Unified Comms

### Cloud voice. Video. Chat. Share.

Extend the power of a cloud voice solution into a complete cloud collaboration experience, with carrier grade infrastructure and advanced telephony features to improve customer experience such as call recording (with PCI compliance), call forwarding, call routing, call queuing, IVR, CRM integration, custom-music on hold, call analytics + AI and more.



## Microsoft Teams

### One touch voice and collaboration

A complete PBX replacement with contact centre functionality powered directly within Microsoft Teams. Extend a single number range across devices and access advanced telephony features synced across every device. With flexible licences that allow you to split users between collaborative and call-intensive roles, this solution gives every business access to the flexibility of unified communications.



## Contact Centre

### Scalable call centre functionality

Activate a solution to suit every business, from simple call queuing to complex call centre requirements.

- ◆ Check employee presence and transfer calls with ease.
- ◆ Simple dashboards for call centre agents to queue, triage and escalate.
- ◆ Team leader insights with real time data and reporting.



## Cloud Voice

### A carrier grade, enterprise level solution

Retire the expensive, aging PBX and run business comms from the cloud. Set up is simple, and customers can utilise SASBOSS for their own monitoring and reporting. Activate a range of advanced call features for call handling, call management and productivity with reliable call services and proven BCP measures.

## Experience the power of SASBOSS

Our one stop, singular platform to provision, manage and invoice customers. With an intuitive platform and clever tools and features, there's no need for technical experts, **any one in your business can manage unified communications sales.**



### Integrated product management and billing



SASBOSS eliminates revenue leaks by combining all your cloud voice and collaboration solutions into one. It's a marketplace for unified communications products and integrations, with the flexibility to provision, manage, support and invoice customers all in one click. We also support a range of industry devices with regular firmware upgrades and automated configuration so you can create a robust solution to suit every customer requirement.

### Fast porting and simplified scaling



The key to unified communications selling is scale, but dealing with providers every time your customers need changes is inefficient. With SASBOSS, scaling solutions are self-serve and our designated team manage porting for you so switching services is simple, seamless and fast. This means you can offer quick scaling when your customers are experiencing high growth and then simply reduce services when those needs disappear – customers only pay for what they need.

### Dashboard reporting and live insights at a glance



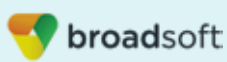
Growing your business is your number one priority. It's ours too. That's why SASBOSS provides simple dashboard reporting and real-time insights to help you measure your business growth and facilitate data driven decision making.

### Safe selling and protecting your business



With a deep understanding of industry requirements our forward-thinking technical team regularly release innovations to secure, protect and increase efficiencies in your business. This means offering enterprise level infrastructure and business resiliencies and implementing preventative measures to eliminate toll fraud. Plus, our two-way feedback loop and partner voting systems mean we're always working to support your needs.

# Ready to ride the UCaaS wave?



+ PLUS a growing roadmap of next gen solutions

*Accelerates every department in your business*

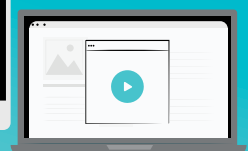
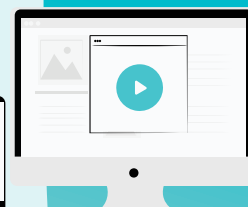
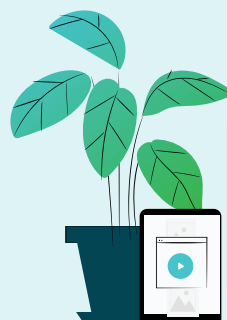


## Partner with access4!

- No investment
- No experience required
- No capex requirement
- One platform, multiple carriers
- Built in the cloud
- Partner program and peer network

## Build our voice solution?

- High investment
- Technical resources
- Capex requirement
- Working with carriers
- Infrastructure
- Start up challenges



Activate your recurring revenue stream today.



 **access4** 

[www.access4.com.au](http://www.access4.com.au)