



CLOUD CALLING



# Service Provider Partner Program

**For Internet Service Providers, Internet  
Telephony and Infrastructure Service  
Providers**

<http://www.4psa.com/>

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## Program Overview

The Service Provider Partner Program (SPPP) is 4PSA's partnership program developed for Internet Services providers, web hosting providers, Internet Telephony providers, and IT infrastructure providers. 4PSA recognizes the hosted software (SaaS) industry's potential and offers service providers a set of tools and benefits to match their specific demands and business model. The Pay-as-You-Grow licensing model gives to Service Providers an easy way to introduce new services based on 4PSA software without high upfront costs and smoothly grow the user base by paying licensing fees proportional with revenue.

### Value Added Solutions Using the SaaS Model

The scope of this program is to help partners develop their business and maximize the potential of 4PSA software. Service providers use 4PSA solutions to deliver new, innovative, Internet based services to their clients using the SaaS (Software as a Service) model.

4PSA software enables service providers to generate new revenue streams and build strong differentiators on a highly competitive market.

### Integrated in Provider's Business

The SPPP provides special licensing terms, flexible payments, continuous education, and regular product information updates along with a set of sales and marketing tools. First class technical support, sales and technical trainings help our partners build a highly skilled and certified team able to grow and support a new range of Internet services.

### Who Is Eligible to Join the Program?

Both existing and new customers can join the Service Providers Partnership Program. The program is targeting:

- The xSP space (Web Hosting Providers / Internet and Managed service providers)
- Internet telephony service providers
- Traditional telecom companies
- Datacenters / Infrastructure providers

## Partner Benefits

- **Increase ARPU (Average Revenue per User)** - 4PSA software delivers new services and automates processes. Unified Communications solutions are the next major opportunity for service providers.
- **Gain a competitive advantage** and differentiate your services. Service providers can focus on customers and on the value added by these services to their business.
- **Attract new customers from your competition.** More integrated services create business reasons for customers to migrate.
- **24/7 effective technical support** provided by Help Desk, chat or phone.
- **Easy access to business and technical online resources.** 4PSA offers business and technical documentation to help providers get a better understanding of the market and of the technical aspects.
- **Access to comprehensive sales and technical trainings** in order to learn how to build, position and sell new services based on the SaaS model, while training your technical staff to provide support to your end users.
- **Technical certifications** for your technical team. Verify their skills and make sure they are up-to-date with the latest developments.
- **Pay-as-you grow model** - License fees proportional with number of your active accounts-
- **Fast, no risk purchase** - no commitment licensing model

## Partnership Details

	Service Providers Partner Program
<b>Sales</b>	
<b>Benefits</b>	
Licensing facility	Automatic through Customers Area
Sales materials	Collaterals for end-users
Sales training	Web based, sales and business
Discount from Standard Pricing	Aggressive Pricing List
Listing on <a href="http://www.4psa.com/partners/">www.4psa.com/partners/</a>	Yes
Payment terms	Monthly, based on Sales Reports
All-You-Can-Eat Opportunity	Yes
<b>Requirements</b>	
Yearly sales volume commitment	Starting with 3,000 EUR
<b>Marketing</b>	
<b>Benefits</b>	
Marketing webinars	New product features and opportunities
Early product launch notification	Yes
Access to product roadmap and planning	Yes
Access to online marketing repository	Yes
Partner newsletter	Yes
<b>Requirements</b>	
SPPP logo on the partner's website	Mandatory
<b>Technical</b>	
<b>Benefits</b>	
Support level	Expert Support
Knowledge Base access	Yes
Online technical training	Yes
Technical certifications	Yes
<b>Requirements</b>	
One certified engineer	Optional, depends on level
<b>Others</b>	
Partner portal access	Yes

## How to Join

1. Apply online on our website by filling in the form available at:  
<http://www.4psa.com/partners/sppp>
2. Our channel partner team will review your application and respond within 2 business days with a confirmation email and further information.

## About 4PSA

4PSA is a leading innovative software development company, specializing in applications that run on computer clouds. The company provides, under the 4PSA brand, solutions that help service providers and enterprises better manage their IT infrastructure, automate processes, and provide improve communications services.

The 4PSA's flagship solution is the VoipNow Platform, a suite of software applications designed to accelerate Unified Communications adoption by businesses and end-users. The products are built around cloud computing concepts and provide unrivaled performance, the most comprehensive features set, massive scalability, and the ultimate in automation. 4PSA's success is based on excellence, innovation, and customer driven processes. The company's business processes are supported by the ISO 9001:2008 quality management system certified by TÜV CERT.

## Contact Information

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