



## Reach new markets with confidence

We simplify the delivery of scalable enterprise-ready IP Telephony and Business Cloud PBX solutions, to enable our partners and their customers to compete and stay connected in today's digital economy.

- ✓ Elevate your brand with profitable partnerships.
- ✓ Offer solutions that accelerate your customers' digital transformation to cloud telephony and unified communications.
- ✓ Increase your monthly recurring revenue streams with additional products and services.

## Who are we?

Novum Networks is an Australian telecommunications provider that specialises in the delivery of Business Cloud PBX and IP Telephony services. We provide a fully integrated portfolio of enterprise-ready solutions that are architected on our own Class 5 (carrier grade) Broadworks platform supplied by Cisco-BroadSoft.



**100% Australian-based hosted and local voice wholesaler.**



**In-depth knowledge on voice, unified communications and data services.**



**Fully owned and operated Broadworks platform with 99.999% serviceability.**



**Agile and innovative culture allows us to fast-track development to address partner and customer requirements.**



**Quick and effective collaboration with third party vendors to implement solutions that meet our customers' needs.**



**Most advanced and robust Broadworks deployment in the country.**

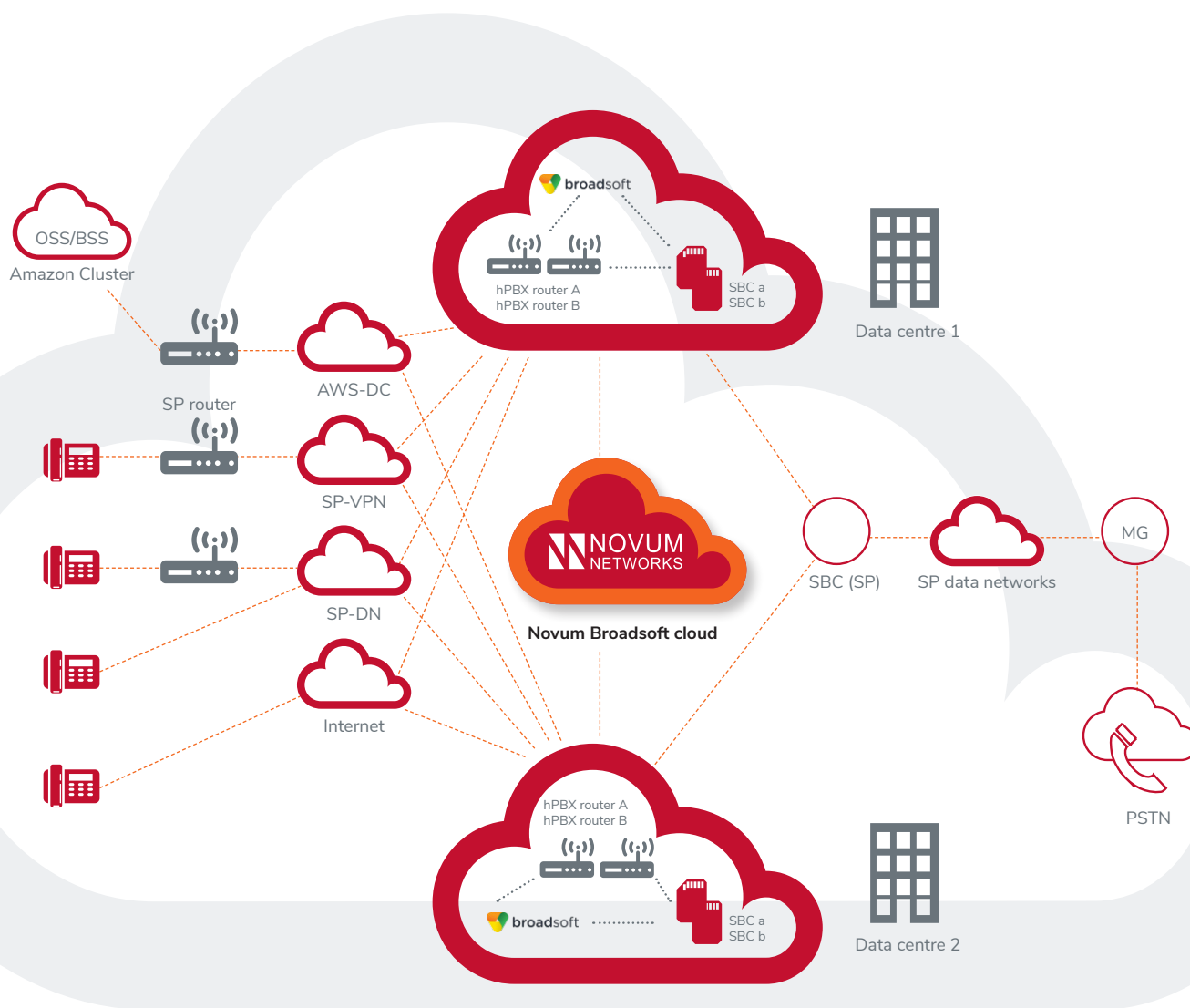
## We work harder to deliver superior solutions to your customers

Our success is based on our in-depth knowledge on voice, strong relationships with industry partners, and the ability to deliver services to your customers quickly and easily. Novum Networks offers telecommunications providers and managed services partners, an alternative to the top-four Australian telecommunication carriers that utilise the Broadworks platform supplied by Cisco-BroadSoft.



## We own it and control it

As owners of one of the world's most recognised soft switches, and a platform that underpins 25 of the world's largest telecommunications carriers with 700 services providers globally, we can guarantee your customers connectivity with superior network reliability as well as local operational and technical support.



## Reliable network guaranteed

- ✓ Accredited CPE equipment only, to ensure functionality, features and security.
- ✓ Fully monitored system with fraud mitigation.
- ✓ Class 5 carrier grade delivering a scalable and robust 99.999% serviceability to customers.



## Why partners choose our network for their customers?



### Simple

Our single vendor solution lowers the cost and complexity of managing separate PBX, collaboration and call centre services.



### Flexible

End customers scale up or down with freedom, and choose only the services they need for their specific business requirements - all updated automatically from the cloud.



### Reliable

Enjoy peace of mind with the market-leading Broadworks platform that 25 of the world's top 30 carriers have chosen.



### Global

Provide a solution that lets all your customers' employees and devices no matter where they are across the country or the globe - scale up or down as needed for your business.



### Integrated

The most popular applications and services integrated with Novum IP Solution, including Skype for Business, CRM, email and collaboration services. To enable you to deliver greater integration choices for your customers.



### Mobile

Customers can access all of their services from any device, taking your office number with you anywhere and ensuring your teams have everything they need from any location.

## Faster to market with high-performance IP Telephony when customers need them.

- ✓ Grow your business with confidence and give your customers what they need to enable them to be connected in the digital economy.
- ✓ Be more agile. Roll out solutions on-the-spot that work as you expect them to.
- ✓ Use technology that leads the industry in performance, security and scalability.

## Boost monthly recurring revenue streams for the lifetime of the customer.

- ✓ Revenue streams for new service lines.
- ✓ Increase your "stickiness" with existing customers with a full suite of services.
- ✓ Reduce your operations expenses as Novum maintains and manages the infrastructure to deliver the service.

## Our partner program contains the following functions:

- ✓ Marketing support including lead generation, case studies, promotions, thought leadership and PR opportunities.
- ✓ In-depth reporting for both partner and end-user management.
- ✓ Leverage international technology brands.
- ✓ Superior billing and provisioning platform allowing our partners to go-to-market quickly. We can supply either a wholesale-white label billing service or usage files (CDR) to integrate into your billing system.
- ✓ Enhanced business system integration, via third-party vendors to give you a broader set of services such as Microsoft and Salesforce.



# Our Partner Programs

## The Novum Difference

### Simplified customer management

Our self-managed web portal enables you to track call usage, generate reports, and manage call functionality. We give you all the control you need to easily deploy, bill and manage your customers' communications functionality without the risk of disrupting their telephony service.

### Sell and market

Our platform has been developed to enable partners to sell the services under their own brand.

### Expand your portfolio of services

Offer your customers a world-class Business Cloud PBX communications solution.

### Increase bottom line






















Adding the Novum product set to your existing services will allow you to provide a full suite of IT and communications services to your customer.

### Best end user experience

We are committed to ensuring that your customers receives the best telecommunications experience. With the most reliable platform in the country, we can deliver quality voice solutions enabling your customers to increase their productivity when communicating.

## Our services

- ✓ Business Cloud PBX
- ✓ Unified Communications
- ✓ SIP Trunking
- ✓ 1800/1300/13 inbound numbers
- ✓ CRM Integration
- ✓ Call Analytics
- ✓ Call Recording
- ✓ Critical Call Assist
- ✓ Enhanced Music on Hold
- ✓ Custom solution design
- ✓ Data Services (managed/unmanaged)

Integration Partners	CPE Partners	Carrier and Cloud Partners	Core Infrastructure Partners
 	      	  	        

## About Us

Novum Networks is an Australian company specialising in the delivery of secure Business Cloud PBX and IP Telephony solutions that enables our partners and customers to compete in today's digital connected economy. We provide a fully integrated portfolio of enterprise-ready communication services that are architected on our platform, using the best-of-breed technologies that are available on the market.

We foster an agile and innovative culture that allows us to fast-track development and provide our telecommunications and managed service channel partners, an alternative to the top 3 Australian carriers that utilise the Broadworks platform.