

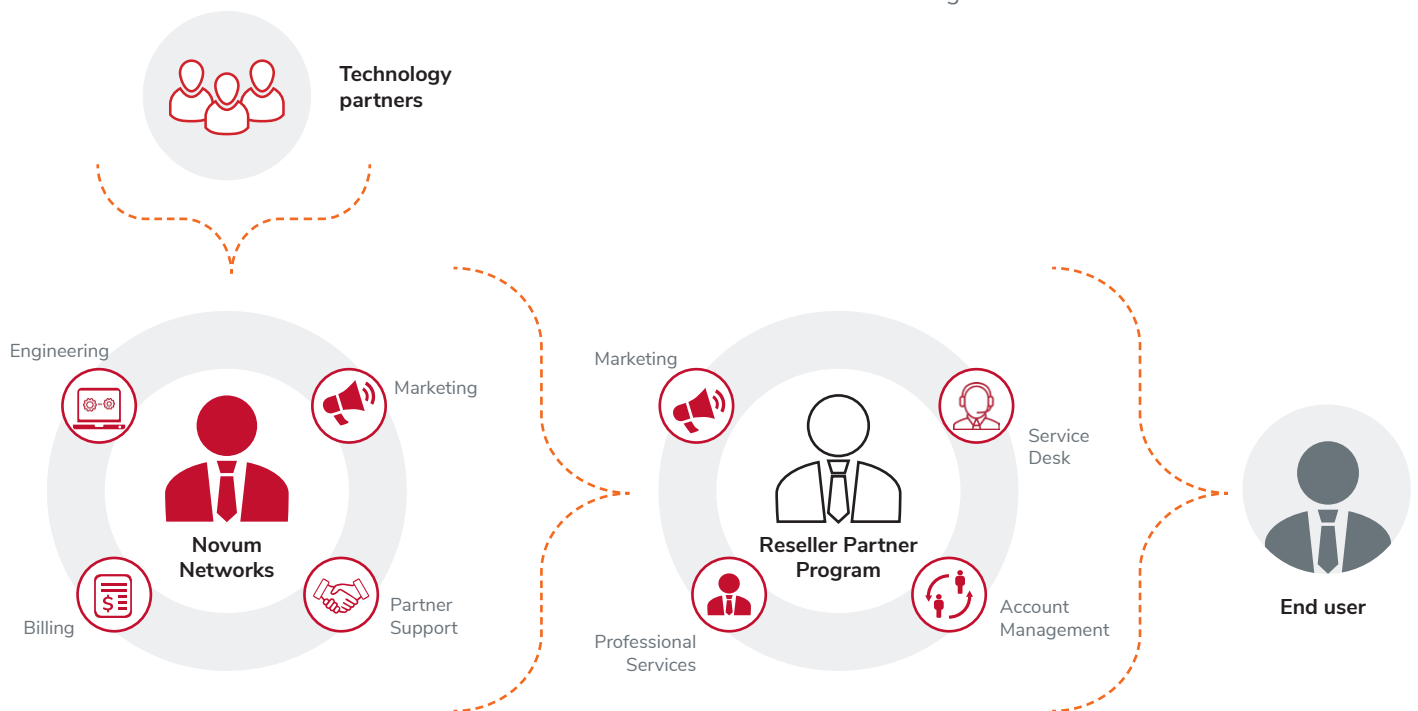
We've got your customers covered with smarter enterprise-ready IP Telephony and Business Cloud PBX solutions.

Our Reseller Partner program has been developed for partners who are looking to expand their customer service offering to include IP Telephony and communications services.

## Manage your customer sales relationships with confidence

Our Reseller Partner program enables you to manage the client and sales relationship whilst Novum Networks provisions, bills and manages the customer contract.

Our Reseller Partner program has been developed for managed services providers, resellers, and telecommunication dealers who want to generate recurring revenues by connecting customers to a portfolio of IP communications services; over decreasing hardware, software and PBX margins.



### We connect your customers to the best-of-breed technologies as they become available

We connect your customers to new and emerging technologies as they become available to improve the productivity of their business, and enabling you to grow your sales revenues.

### Lifetime trailing commissions

Our commission rates are some of the highest in the industry. At Novum Networks, we do not just provide a once-off commission for your sale. Sell once and you will receive a generous ongoing commission so long as the customer remains with Novum Networks.

### Sales management and technical support

We work closely with you to ensure you can always close the sale with your customers. Our sales team provides ongoing training, analysis support, as well as assisting with sales and pricing proposals. We can supply detailed reports on services you have connected with us, and we work with you to retain longevity of your customers' contract.



## The Novum Difference – Why partners choose us?



100% locally owned and hosted.



100% sales through Wholesaler White-Label or Reseller partners.



Enable partners to provide IP Telephony and Unified Communications.



Delivering the highest quality voice experience whilst improving productivity for your customers.



Broadest multi-vendor integration.



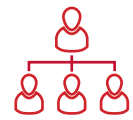
Advanced provisioning capabilities - Zero Touch.

### Our Reseller Partner program contains the following functions:

- ✓ Zero cost of entry.
- ✓ You manage the sales and deployment only.
- ✓ We offer a large lifetime trailing commission for every customer contract.
- ✓ Supply and sell hardware and professional services to your customers.
- ✓ Novum Networks bills and provisions your customer.
- ✓ Provide training and collateral so that you can confidently sell our services to your customers.

### Benefits of Novum Networks:

- ✓ We pay commissions uncapped for the life of your customer based on the type of services sold.
- ✓ As a reseller, you own the client relationship and the sales cycle.
- ✓ Novum Networks covers the cost of the billing to your customers.
- ✓ We provide online sales and marketing support including lead generation, advertising training, tools and templates.
- ✓ You can continue to upsell to existing customers or previous prospects.
- ✓ There is no investment or overheads for services or infrastructure.
- ✓ Usage of Novum Networks' 'Powered by Novum Networks' logo.
- ✓ Rapid onboarding to get your started.



## The Novum Difference

### Guaranteed network reliability

Hosted in Australian data centres and supported by some of the world's leading infrastructure suppliers, our platform has been architected on the Broadworks carrier grade switch and has delivered 99.999% availability since commissioning. Being locally-owned, we guarantee network reliability as well as local operational and technical support.

### Broadest multi-vendor integration

We partner with software and technology providers to enable their solutions to connect into our platform to deliver value-added services such as click-to-dial, call recording, call tracking and call logging. A service no other Broadworks provider can match within the Australian market. We are consistently developing new products, so you can go-to-market with newest communications services for your customers, enabling you to grow your revenues.

### Simplified Customer Management

We have developed our own portal to help you manage your customers' services easily and remotely. Our user-friendly 'Unified' portal only shows your customers what they need to see and access. Our client portal also gives your customers' personnel all the control they need to manage their IP Telephony functionality remotely.

### Enhanced business system integration

'Out-of-the box' CRM system integration to most industry CRM systems including Microsoft and Salesforce.

## Interested in becoming a partner?

Call us today on 1300 725 127 for more information. Our friendly Novum Networks' account team can walk you through our Reseller Partner program or visit us at [novumnetworks.com.au](http://novumnetworks.com.au) for more information.

## 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.