



## BandTel's VAR Partner Program (rev 100218a)

The BandTel VAR Partner Program is designed for organizations that market directly to enterprises. By combining your strengths with BandTel's superior SIP trunking service, you can meet the needs of your customers better than ever, **PLUS generate additional bottom-line revenues!** The BandTel VAR Partner Program consists of the following components:



### **BandTel Interoperability Certification**

BandTel requires all CPE systems to be certified as BandTel Interoperable. Our technical team will ensure that the products you are delivering are fully compatible with BandTel SIP trunks so you deliver a superior Plug & Play solution to your customers every time!

### **BandTel Education and Support Services**

BandTel understands the need to educate the marketplace on SIP trunking and make it simple for your enterprise customers to recognize the value from SIP trunking. We will provide you with training and support materials for technical and sales personnel, as well as documentation for your customers, explaining the benefits of SIP trunking.

### **BandTel Revenue Sharing**

BandTel prides itself on our generous revenue sharing programs for VAR partners. **We recognize the importance of simple, direct financial incentives**, and will work with you to establish an attractive program based upon the scope of your opportunities.

### **Opportunities for Shared Promotions**

For VARs with substantial opportunities, BandTel is interested in considering you for our Shared Promotions program. Current BandTel VAR partners are encouraged to contact us with your proposals for shared promotional activities.

### Online Tools For BandTel VARs

When a VAR reseller enters the BandTel VAR program a full suite of online tools is made available to the VAR assisting in deployments of service, as well as allowing the VAR to monitor his customers quality of services.

- **TotalView-** with TotalViewView™ the VAR can get a real-time update on commissions earned from the customer base. Further, the VAR can do traffic analysis, and see in real-time that his clients systems and traffic are following working without issue.
- **SipView-** allows the VAR to trace SIP calls in a convenient manner, making debugging and trouble shooting seasons a real-time snap.

**BandTel Total View**  
 CD Comm\_IVR (Account#: 000000233)

Last Payment \$31,000.00  
 Last Invoice \$31,020.63  
 Balance \$101,616.94

**Completion Ratio**

Hour	Attempts	Completed
00	127	105
01	42	29
02	28	23
03	23	8
04	17	13
05	24	19
06	146	140
07	417	405

Call-ID: CXK-2637-706021f0-4f41ed42-13c4-4b7d55ef-ffc03e8-4a176e56@66.237.66.39  
 H323-Conf-ID: FD6485BD 1C9D11DF ACB60013 72FA5C14

PortaSIP	UA	server	ser	b2bua	AAA	UA
18 Feb	06.237.66.39	10.1.12.1	10.1.12.1	10.1.12.1		10.6.136.4
09:59:59.717	(A? 1/I) INVITE	PortaSIP	PortaSIP	PortaSIP	PortaBilling	NERA NVTSG v.3.10.4-05b-Pele
09:59:59.718	(A? 1/I) 100 trying					
09:59:59.726	(A? 1/I) 100 Trying					
09:59:59.867				Authorization request		
09:59:59.874				Auth request accepted		
09:59:59.876	(B? 200/I) INVITE					
10:00:03.107	(B? 200/I) 100 Trying					
10:00:03.110	(Aa 1/I) 180 Ringing					
10:00:03.113	(Aa 1/I) 180 Ringing					
10:00:11.587				(Ba 200/I) 200 OK		
10:00:11.589				Accounting (start/orig)		
10:00:11.592				Accounting (start/answ)		
10:00:11.592	(Aa 1/I) 200 OK					
10:00:11.593				(Ba 200/A) ACK		
10:00:11.612	(Aa 1/A) ACK					
10:00:11.613						
10:00:35.942				(RA 1/R) RVR		

- **RT (Request Tracket)-** as a member of the BandTel VAR program you have access to BandTel Resource Tracking tool, allowing one to track and troubleshoot your customers problems in a coordinated fashion in conjunction with the with the BandTel Support Team..

The BandTel VAR program goes the extra mile. It empowers the VAR with monthly re-occurring revenue, and makes available the tools and support from the BandTel Support Team to keep it all rolling.

Contact us at [sales@bandtel.com](mailto:sales@bandtel.com) or 800.730.2870 for immediate consideration to become a full BandTel VAR Partner!