



## Boost your sales by signing up for Ingram Micro Cloud's new RingCentral program

Every small and medium-sized business needs a phone system. Yet, most simply can't afford on-premise IP or traditional PBX systems. With RingCentral, you have an affordable business phone solution that truly meets the needs of businesses of all sizes.

Do you want to increase your revenues in 2014?

It's as simple as selling 5 phones a month to earn more than \$400 in profit. Just imagine if you sold 15 phones per month, now you're earning more than \$1200 in profit. **PLUS you earn monthly residuals on all of your customer's monthly invoices.** At RingCentral, we're excited about partnering with Ingram Micro Cloud to offer you a unique program that enables you to earn more and tap into new markets.

**Are you ready to start offering RingCentral to your customers?**

Great! Start by visiting us at the **Cloud Summit** or contact the **Ingram Micro Services Sales team** at **800-705-7057**, option 5, or by email at **cloud.communication@ingrammicro.com** for more information to get started!

### Why your customers will love RingCentral

It's a low-cost, hassle-free alternative to traditional on-premise PBXs

It's a reliable phone and Internet fax service that is both easy-to-use and scalable

It delivers advanced PBX functionality for multiple locations and virtual employees

Service and phones can be set up instantly

No setup or installation fees with low monthly service costs

### Why you'll love being an Ingram Micro RingCentral Authorized Dealer

Lucrative commissions

Plus ongoing revenue opportunities for set up, installation and management

Receive a 25% discount on your RingCentral phone system and save up to 60% on your business phone bill

### What are the requirements for becoming an Ingram Micro RingCentral Authorized Dealer?

Complete the Ingram Micro RingCentral Authorized Dealer agreement and submit it to the Ingram Micro Services Sales team for approval.

### How long does it take to process my application and get set up to sell RingCentral?

Once your application has been submitted to the Ingram Micro Services Sales team, it may take up to 5 business days to approve. Once your application is approved you will be able to place orders and receive commission credit for your sales.

### Can I get credit on past RingCentral Sales that I have made?

No. In order to get commission credit for your sales, you must be an approved VAR and have an active Ingram Micro RingCentral Authorized Dealer account.

### What is the commission structure from Ingram Micro Cloud?

Ingram Micro pays a 3x multiplier in upfront commissions plus 5% of your customer's monthly invoice – for as long as they actively pay their monthly invoice.

Ingram Micro Cloud Formula for RingCentral Commissions:

- RingCentral Monthly Invoice: \$500 per month.
- Ingram Micro's Commission Formula:  $3 \times \$500 = \$1,500$  one time/up front
- PLUS Ingram Micro's Monthly Residual Formula:  $5\% \times \$500 = \$25$  per month

Ingram Micro Payment Terms:

- One-Time Commissions apply to all RingCentral US & Canada services.
- Automatic commission payments on customer additions and upgrades.
- Earn residual commissions without revenue quotas.
- VAR may opt into Ingram Micro credit or cash payment.

### Are there any webinars that I can attend to learn more about the program?

Yes! Please visit [www.ingrammicrocloud.com](http://www.ingrammicrocloud.com) or call the Ingram Micro Services Sales team at 800-705-7057 or email [cloud.communication@ingrammicro.com](mailto:cloud.communication@ingrammicro.com).

More details to come soon!

