



PASCOM® ONE

RESELLER PROGRAMME

PASCOM®

WE UPGRADE BUSINESS
COMMUNICATIONS

REGISTER FREE AS A PASCOM PARTNER



**REGISTER
FREE HERE**

WWW.PASCOM.NET/PARTNER/

Become a pascom reseller and grow your business. Depending on your annual pascom sales and level of qualification, your success will be rewarded with larger NFR licences, greater reseller margins and free of charge support. To get started, simply register for free and then you decide on how and when to progress to higher partner levels as this is determined by your sales or your participation in our paid training (Basic Training is free.)

The pascom partner programme at a glance:

	Registered	Certified	Premium	Excellence
Commision on Subs & Airtime	10%	15%	20%	25%
Support (pascom ONE licences)	✓	Partner Support	Partner Support	Partner Support
NFR Licence	-	10 CU	25 CU	50 CU
Leads	-	✓	✓	✓
pascom Website Listing	-	✓	✓	✓
CSP Option*	✓	✓	✓	✓

* Wholesale of pascom ONE solutions. Provision is applied as a discount. Further information and requirements is available upon request.

What do I need to do?	Registered	Certified	Premium	Excellence
Minimum Turnover	-	€ 2,000	€ 5,000	€ 20,000
New Subscriptions p.a.	-	1	4	8
Website Listing	-	✓	✓	✓
Basic Training (Video tutorials + test)	-	✓	✓	✓
Premium Training (Webinar, 50% discount offer when booked within 4 weeks after partner registration)	-	-	✓	✓



SIGN UP ONLINE TODAY
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SUBSCRIPTION LICENCE MODEL PRICE LEVELS



**FREE
HOSTING**
PASCOM.CLOUD

from Concurrent User	to Concurrent User	Discount	Price
1	10	0%	8,90 €
11	25	10%	8,01 €
26	50	15%	7,57 €
51	100	20%	7,12 €
101	250	30%	6,23 €
251	500	40%	5,34 €
501	750	50%	4,45 €
751	1000	60%	3,56 €
1001		70%	2,67 €



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CONCURRENT USERS - THE BEST LICENCE MODEL IN THE BRANCH

NO licence required

0

Profit from a fair and transparent licensing model.

The pascom Concurrent User licence model offers numerous advantages over “Named User” or “Channel” models and delivers extra added value: any number of employees can flexibly occupy and use the currently available licences. Inbound calls are always accepted, regardless of the current licence assignment. Unused licences are immediately made available. The simultaneous use of Desktop and Mobile applications only requires one licence per employee.

The result is simple; the number of licences required is less than the total number of employees which in turn delivers significant VoIP solution cost savings.



for inbound calls



for closed desktop clients and unpaired mobile devices



for desktop & DECT phones not in active outbound use



Effective

1 employee requires a maximum of 1 licence.



Flexible

Licence occupation by simultaneously active users.



Smart

Unused licences become immediately available.



Economical

Seldom used extensions do not cost additional licences.



Transparent

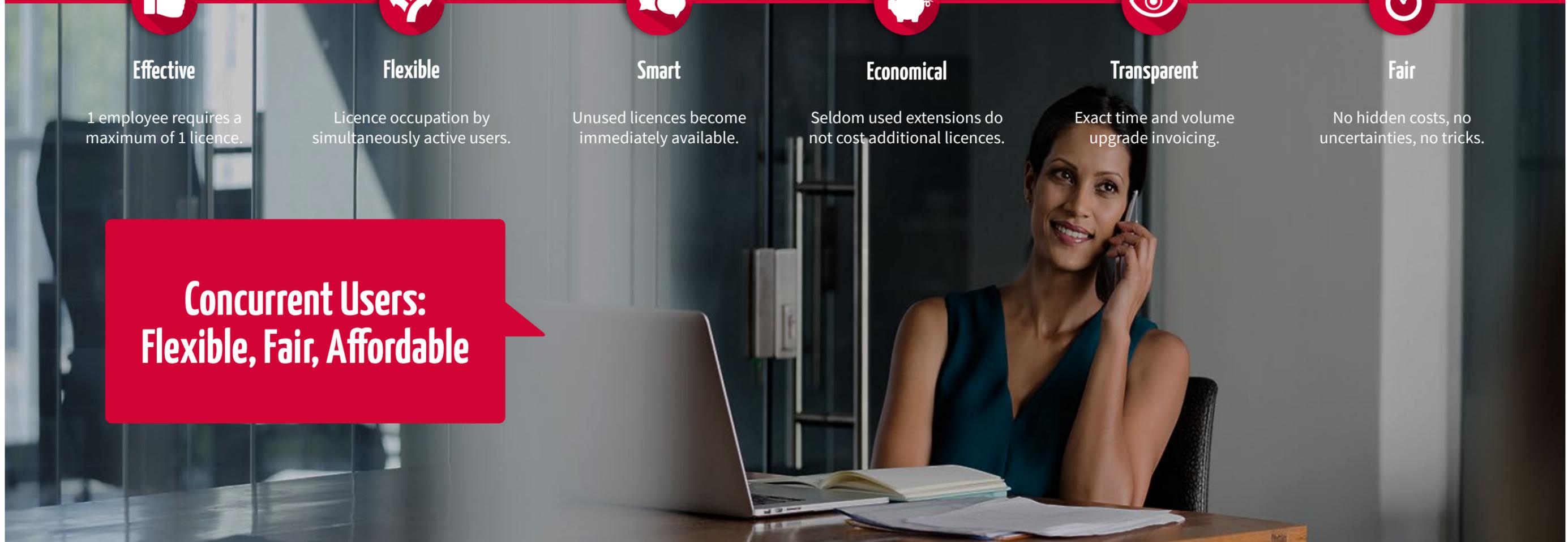
Exact time and volume upgrade invoicing.



Fair

No hidden costs, no uncertainties, no tricks.

**Concurrent Users:
Flexible, Fair, Affordable**



CUSTOMER FRIENDLY LICENSING MODEL

pascom customers will not experience any unwanted surprises. Customer calls will always arrive. Calls to teams do not unnecessarily block otherwise available licences; we do not use any in-transparent “channel” usage models. The pascom licensing model is clear and understandable.

In determining your required licence packet, simply follow the following: multiply the number of differing employee types (type 1, 2, 3 or 4) by the different assumed occupancy levels (100%, 80%, 40% or 10%) as described below.

1 employee uses a MAXIMUM of 1 licence

1





when making a call when using the desktop client with a paired mobile phone



Type 1
Business Managers & Field Sales



Paired mobile

and / or



Desktop client in use

and / or



Desktop / DECT Phone

Occupies permanently a maximum of

1 Licence

Assumed occupancy: 100%



Type 2
Office Personnel



Desktop client in use

and / or



Desktop / DECT Phone

Often occupies

1 Licence

Assumed occupancy: 80%



Type 3
Part-time Office Employees



Desktop client in use

and / or

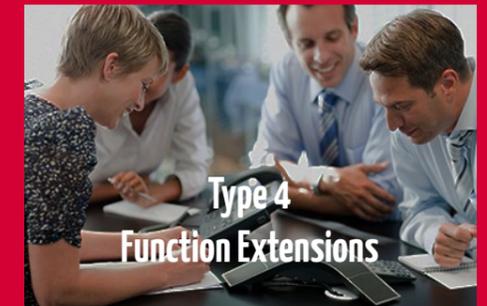


Desktop / DECT Phone

Occasionally occupies

1 Licence

Assumed occupancy: 40%



Type 4
Function Extensions



Employees without a PC or for example a fax device, conference room, door intercom, a lift or a hotel room

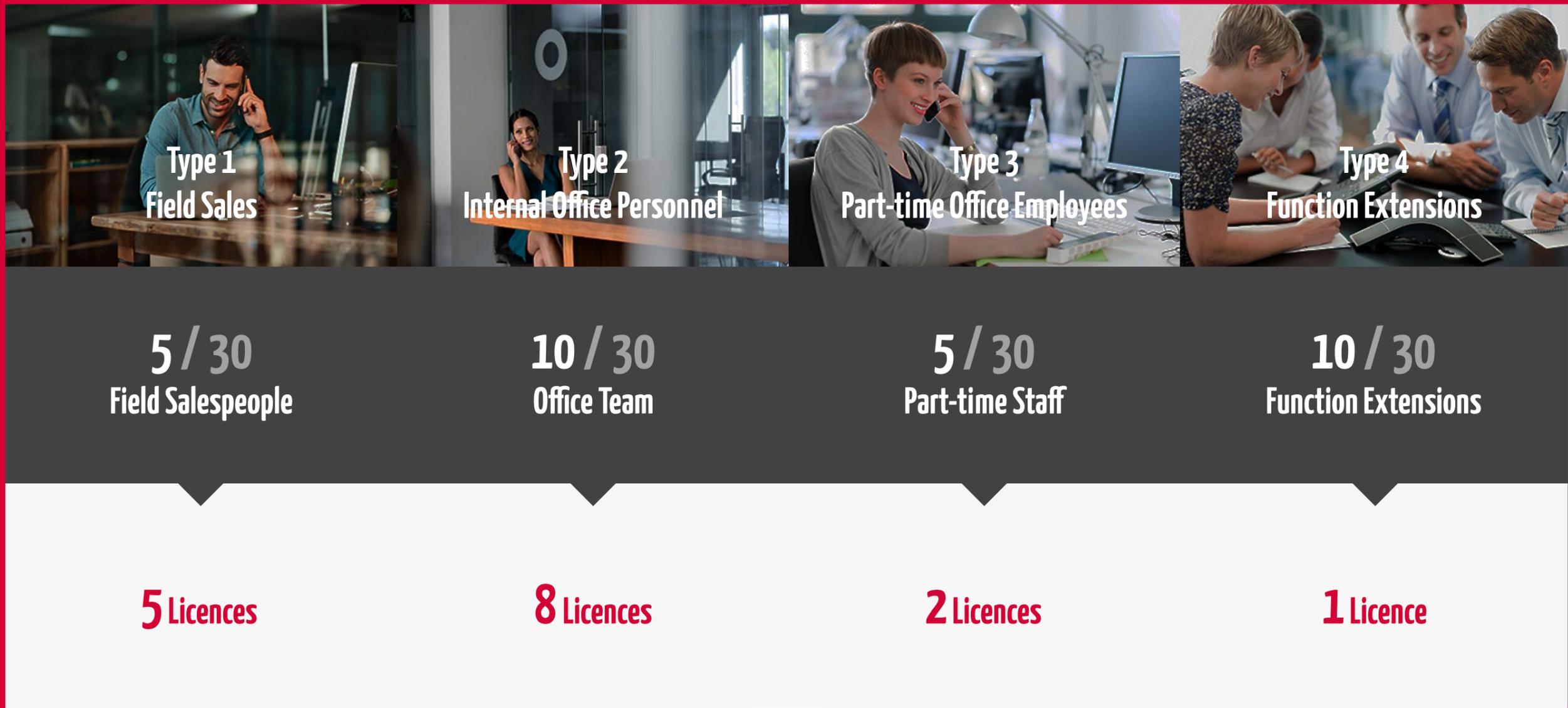
Licence is occupied only upon call construction so infrequently requires

1 Licence

Assumed occupancy: 10%

EXAMPLE CALCULATION:

30 EMPLOYEES = 16 CONCURRENT USERS



16 Concurrent User Packet (Basic or Premium)

WHY PASCOM?

Upgrade your business communications with pascom

pascom ONE is a software-based, open standards Business phone system that is available anywhere directly via the cloud. As an open communications platform, pascom business phone systems are interoperable with popular leading Desktop VoIP phone vendors and SIP trunking providers.

pascom phone systems combine all your business telephony, Unified Communication and Contact Centre technology stacks into one platform, enabling you to redefine how your employees collaborate and therefore optimise your business processes and deliver even more exceptional customer experiences.

Who can become a pascom partner?

Are you an IT Systems Integrator and reseller who wants to offer customers real added value?

Are you looking to open and increase new value revenue streams through the provision of VoIP products and complete UC telecommunication solutions?

Want to provide a State of the Art VoIP solution, which enables your customers to benefit from a cutting edge Unified Communications solution?

3 x Yes? Then pascom is the perfect addition to your Reseller portfolio.

**WINDOWS, MAC,
LINUX, ANDROID, IOS**

**NO HIDDEN
COSTS**

**FAIR TRANSPARENT
LICENSING MODEL**

**PROFESSIONAL FEATURES
INCL. CONTACTCENTER**

**FOR ALL
DEVICES**

**ANYWHERE
ANYTIME**

**DIRECT VIA
THE CLOUD**

**100% UNIFIED
COMMUNICATIONS
DESKTOP & MOBILE**



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PASCOM FAQs

What is pascom ONE?

pascom ONE is a cloud-based phone system with apps for all main desktop and smartphone platforms that allow you to call, chat, share and meet and much more from anywhere, at anytime.

How can I create a new cloud phone system instance?

This can only be done by the customer. To create a new cloud phone system instance, they will need a mypascom account, to which you must first invite them from your mypascom partner account (CUSTOMERS / Add Customer).

Together with the customer, you can create a pascom ONE trail using their customer account. This can be immediately upgraded to an active subscription as long as the customer IBAN bank details have been added. If this is not done inside of 30 days, the phone system will be automatically deactivated. Further TRIALS connected to this account will not be permitted!

Must the phone number(s) be ported to pascom?

Phone numbers can be ported to pascom or pascom can provide a new number. Alternatively, the customer can continue to use their existing provider.

pascom ONE supports a number of providers, an overview of which can be found here: <https://www.pascom.net/doc/en/trunk-templates/>

How can I port a number to pascom ONE?

In mypascom you can start the porting process by simply following the Porting assistant. After adding all the porting information, you will need to download the Porting Request form, sign it and upload it again.

In order to avoid a porting request being rejected, it is important to carefully review all the details exactly: phone number, releasing provider (current provider), customer data as it is stored by the releasing provider, signature and corporate **SEAL**.

Why does the customer require a mypascom account?

The licensee and contractual partner is the end customer. A validated user account is required for, among other things, the purpose of invoicing.

The customer can also manage their subscriptions, port numbers, order new numbers, and view their itemised bills.

How is everything invoiced?

pascom is responsible for all the legal requirements for providers of termination services and assumes all the obligations of the legislative and regulatory bodies that arise from the call termination.

Therefore, invoicing is conducted on a monthly basis direct with the end customer. In the following month, sales partner commission is then transferred according to their partner status (Registered, Certified, Premium, Excellence). If the customer also calls using the pascom ONE trunk, the commission regarding airtime is also then paid out.

Where can I find pricing information?

Log into your mypascom partner account and go to "PARTNER MEDIA" in the menu on the left of the screen. Alongside the pricelists, you will also find a price calculator and our product flyers and marketing pack.

Does pascom offer partner training?

Yes, a free basic training is available and is required to achieve CERTIFIED status. Additional paid premium training is also available and is required to advance your partnership to higher partner levels.

PASCOM SOFTWARE STRENGTHEN YOUR BUSINESS.



TOP PRICE / PERFORMANCE

We are not a fan of hidden costs: with our “Concurrent User” concept, deploying pascom solutions is simple & cost transparent - we do not have any add-on modules or hidden costs.



STATE OF THE ART TECHNOLOGY

Fulfil your customer’s requirements, regardless of what’s needed - desktop, mobile, Office or HomeOffice, direct from the cloud. Transform your business into a complete Business Communications solutions provider with pascom.



MORE MARGIN - EVERY YEAR

pascom licenses are only available as an annual subscription, meaning more recurring revenues for your business! Progress through the partner levels and earn even more. Achieve pascom premium partner status and we’ll reward you with leads from your region.



MADE IN GERMANY - SINCE 1997

As a family-owned business, pascom has stood for quality and reliability for over 20 years. Both our product development and support services are provided by our in-house teams in the heart of Bavaria, which is also where our certified Data Centre operator is located.

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