



Corporate Brochure

■ The Leader in All Your
Cloud Communication
Needs



Who is Sangoma?

Sangoma is a leading global Communications as a Service (CaaS) provider empowering businesses of all sizes to connect to the people and processes that matter. We are a rapidly growing, profitable, customer-centric company with an installed base of over 2.7 million UC seats. Sangoma has a stable, global presence and diverse portfolio of solutions, services, and support.

Sangoma offers the most comprehensive suite of cloud-native communications solutions in the industry, including premise-based UC systems, a full line of desk phones and headsets, and a complete connectivity suite. Our solutions are trusted by leading companies worldwide, from SMBs to enterprises, and in contact centers, carrier networks, and data communication applications.



UCaaS



Trunking



Video Meetings



Apps



Contact Center



Collaboration



Fax



Desktop as a Service



Security



SD-WAN



Network Access

Sangoma has garnered awards from significant industry analysts, such as the Gartner Magic Quadrant for UCaaS and Frost and Sullivan. Recognition of Sangoma's pioneering innovation in the enterprise cloud market has allowed Sangoma to gain entry onto other prestigious lists such as the Deloitte Enterprise Technology Fast 15, Omdia Top 10 UCaaS Service Provider, and Forbes Most Promising Companies.



Best Value in the Industry

Sangoma is renowned for providing plug-and-play communications solutions for businesses that want the power of an enterprise-grade phone system at an affordable price. And Sangoma's pricing models boost anticipated returns on investment for new phone systems by eliminating hidden fees, avoiding costly add-ons, and simplifying complicated licensing.

One Hand to Shake

Sangoma's complete business communications solution is all designed by us and enables us to offer our customers unique value. They are all tightly integrated, so you, as a partner or customer, can ensure that all the cloud communications you need come from one place and work seamlessly together. Our cloud solutions run on our nationwide network, our phones integrate tightly with our UCaaS service, and we're able to innovate faster since we control the technology. And if there is an issue with the solution, there is no question about accountability – we will take care of it.

Deployment that Fits Your Needs

With everything from on-premises to hybrid to fully cloud-hosted, Sangoma has a solution to set up every business for success. Never feel backed into a corner – take advantage of our multiple deployment options. If it's time for a change, you can migrate your existing system to a new deployment without missing a beat!

Widest Set of Communications Services

We have the industry's widest set of cloud communications services, by far. Only Sangoma also provides a complete product suite, all designed and built by us, including our own phones, softclients, connectivity, etc.



Sangoma At A Glance

700+ Staff

Rich &
Diverse Customer
Base

100K
Customers Globally

Customers In Over
100 Countries

2.7+ Million
*Unified
Communications
Seats*

Healthy Financials
\$224M
FY22 Revenue



Widest Set of Solutions in the Industry



Communication Services

UC & Business Phone Systems

Cloud

Hybrid

On-Prem

Contact Center

Team Collaboration

Sangoma Apps

SIP Trunking

Faxing

Desktop-as-a-Service



Phones & Devices

Desk Phones

DECT Phones

Headsets



Network Connectivity

VoIP Gateways

Session Border Controllers

Telephony Cards



MSP Services


Managed SD-WAN

Managed Security

Managed Internet

Managed SIP Trunking





Sangoma's channel partners are the lifeblood of our company, providing end-to-end solutions to hundreds of thousands of customers worldwide.

Sangoma Channel Program

Exceptional Margins & Evergreen Commissions

Sell products and services that match your expertise and grow your business with us. As your sales volume grows, so do your discounts and your profits.

Total Solutions

As a Sangoma partner, you will have access to resell all of our solutions, from the latest cloud-based solutions to business collaboration platforms, gateways, phones, and more. You're connected to all of our solutions as a Sangoma partner.

Exclusive Portal

Online access to the full product catalog, ordering, knowledge base library, customizable marketing resources, and more.

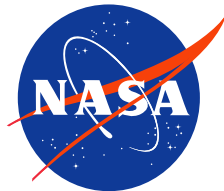
Marketing Development Funding

Partners can use our project-based marketing development fund program to engage in paid campaigns and projects to sell.

Dedicated Support & Engineering Team

Sangoma Partners and customers have access to our global support team, so you're covered no matter where you're at. With just a phone call, Sangoma ensures your customers' fastest possible response times. Grow with us as you grow your business, delivering superior solutions!

Customers Succeeding with Sangoma Communications



Lets's Recap...

Who is Sangoma?



Trusted Leader

Sangoma is a trusted leader in B2B Communications and Communications as a Service (CaaS) solutions.



One Hand to Shake

We offer the industry's most complete business communications portfolio.



For Businesses of All Sizes

Large corporation or small business, Sangoma has the solutions to fit your specific needs.



Deployment that Fits Your Needs

Sangoma is equally committed to both On-Prem and Cloud.





What's Next for Sangoma?

Sangoma believes all organizations should have access to powerful, affordable, innovative communications solutions from a reliable partner, and that deploying these solutions will help businesses be able to grow, connect and collaborate with its customers in exciting new ways. That has been a core tenet of Sangoma's for quite some time. And it will continue to serve us well as we look to the future.



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