



SANGOMA

Hospitality Solutions with PBXact

Steve Brand - Sangoma

Open Source Account Manager

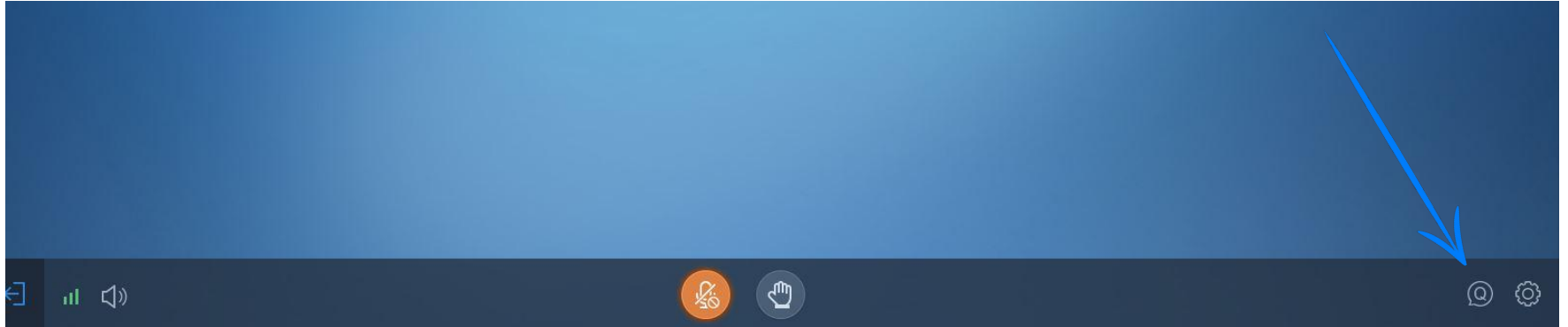
Brian Hyrek - VoIP Supply

Account Development Manager

Q&A Feature

**During the webinar please use the Q&A feature
located in bottom right corner of your screen!**

**We will answer the questions at the end of the presentation
Thank you!**



We Are VoIP Supply



VoIP Supply Reseller Benefits



Since 2002 VoIP Supply has delivered unparalleled service and expertise to over 125,000 customers worldwide.

VoIP Rental Program

our Device as a Service (DaaS) rental program gives your customers the widest variety of VoIP Products for a low monthly payment!

Hardware & Provisioning

featuring over 60 manufacturers that offer over 16,000 products and the ability to provision for you!

CloudSpan MarketPlace

a single place to shop various VoIP service providers - build up your MRR and receive discounts on hardware selling through VoIP Supply

Fulfillment

provisioning and professional services from multiple warehouse locations in North America; providing real-time access to manage your projects from order through delivery

Refresh & Reclaim

offering certified reconditioned devices at a fraction of the cost plus offering an outlet for selling off used and excess VoIP equipment

Agenda

- What is PBXact
- PBXact Flavors
- Hospitality Solutions
- Sangoma Property Manager Module
- Oracle Connector Module
- Q&A



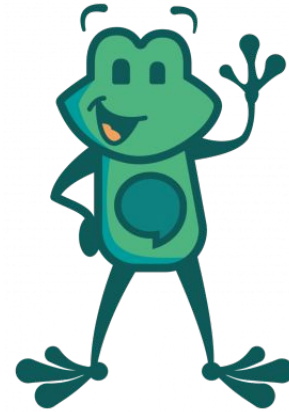
PBXACT

SANG*MA



FreePBX vs. PBXact

- Both based on same OS Software
- Same operating system
- Same software stack
- Same database
- Both software products
- Licensed extensions on PBXact
- 90% of commercial modules included w/ PBXact
- More “proven” version of framework and modules on PBXact



VS

PBXACT

Commercial Modules Included

- CRM Link
- Class of Service
- Call Recording Reports
- Conference Pro
- Extension Routing
- Fax Pro
- Park Pro
- Paging Pro
- SysAdmin Pro
- Sangoma Softphones (desktop & mobile)
- Voicemail Notify
- Voicemail Reports
- Endpoint Manager (S, D & P phones)

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Delivery Methods



Hardware

- Annual Support and Maintenance
- 25-2000 user systems
- Available to:
 - Sangoma Partners
 - End users
- Purchase pre-installed on Sangoma hardware



Software

- Perpetual and SasS licenses per User
- FreePBX Conversion Utility
- Annual Support and Maintenance
 - Gold or Platinum Add Ons
- Available to:
 - Sangoma Partners
 - End users
- BYOD or Cloud



- Monthly per extension license
- Migration from Prem to Cloud
- Available to:
 - Sangoma Certified Partners
 - End-users agents
- Fully automated / Self serve
- Pay as you grow / Multi - Ten
- Feature parity with premises based
- Marriage of SIPStation and PBXact

Same great feature set across, properly licensed for your business model

PBXact Software Only (Roll your own cloud)

- **Perpetual licensing**
 - \$450 base fee per deployment
 - \$8 per user (one-time cost, not per month!)
 - Support contracts w 24/7 SLA at \$3/user/year
- **Convert your Existing FreePBX VMs**
 - Conversion tool in portal
 - Same pricing as fresh software only install
 - Less than 5 minutes to convert existing FreePBX > PBXact



PBXact Cloud Benefits

- Flexible Licensing
 - “Full Extensions” & “Lite Extensions” (Trunks+Users)
 - Pay less fees per extension, scale as needed
- Support
 - Support entitlement
 - End users and Partners can get full GUI access to PBX
 - Let Sangoma support do the work
- Future Proof
 - No more hardware management
- Choose your phones
 - Use ours or bring your standards based SIP endpoints



FreePBX/PBXact Prem > Cloud Promo

- FREE S505 Phones
 - 3 year contract on PBXact cloud
 - Minimum of 5 trunks/users extensions
 - All trunk/users receive FREE S505 telephone
 - Trunks discounted to \$15.99 per user
 - 4500 minutes per trunk/month
 - 5x MRR Spiff



For
\$15.99
+



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Hospitality Solutions



Sangoma Property Management Module

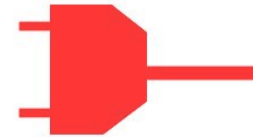


- Sangoma Property Management
 - Customized dashboard in UCP
 - Reservations
 - Check in/Check out
 - Room Transfer
 - Automatic wake up calls
 - Minibar
 - Billing
 - Reporting
- Stand Alone Module
 - Use if you don't have a PMS
 - Works in tandem w Oracle Connector (required)



Sangoma Oracle Connector Module

- Oracle Connector
 - **Requires SPM Module**
 - Integrate your PBX with Oracle
 - Wake up calls
 - Room status changes
 - Send messages to guests
 - Consult expenses/billing (telephone, mini bar, lobby bar, room service, etc.)
 - Send message to front desk/housekeeping (towels, TV not working, no hot water, etc.)
 - Checkout and pay



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Sangoma Oracle Connector Module

- Automate Processes

- Guest checks in, info is sent to PMS
- PMS sends info to PBX about guest
- Calls are now enabled for that room
- Interactions between guest activities and PMS are now synchronized



Sangoma PMS Integrations

Communication **FROM** the PMS system **TO** the PBXact system



CHECK IN

Allows to make outgoing calls



CHECK OUT

Outgoing calls are not allowed



ROOM MOVE

Moves guest information data to the new room



ROOM UPDATE

Updates any new guest information entered



REMINDERS

Enable Wake Up calls to guest rooms



DND

Allows to set 'Do Not Disturb' feature to guest's room



COS

Allows to enable/disable the outgoing calls



GUEST NAME

Guest's name will appear on phone's display at the Front Desk

Communication **FROM** the PBXact system **TO** the PMS system



CALL ACCOUNTING

Send charged guest calls to the PMS



ROOM STATUS

Send Room Status codes to PMS (clean, dirty, ...) dialed from guest's room phone



MINIBAR

Send Minibar charges to the PMS system



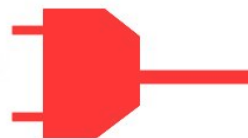
NOTIFICATIONS

Send Reminders / Wake Up notifications (Cancelled, Activated, Answered, ...)

8

Sangoma Vega Gateways

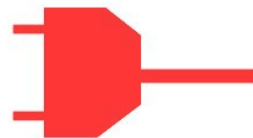
- Analog Connectivity
 - No need to rip out phones
 - Use Vega gateways to keep analog phones
 - 3050G supports 50 FXS ports
 - 3000G supports 24 FXS ports
 - Vega 60s have 4 or 8 FXS port options



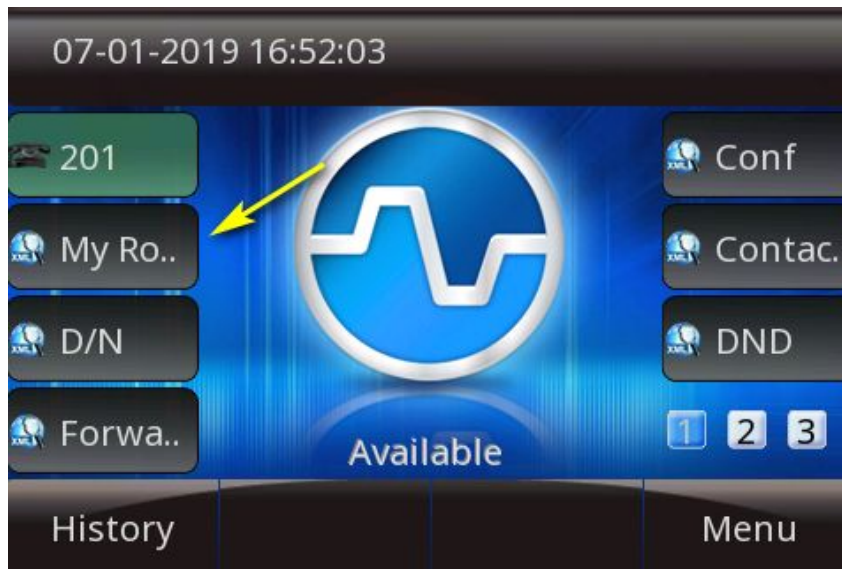
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Sangoma IP Phones & Oracle

- S Phone Integration
 - Endpoint Manager included
 - Zero touch provisioning
 - Phone App Support
 - Includes Oracle App for Phone

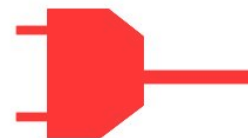


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Sangoma Oracle Connector Module

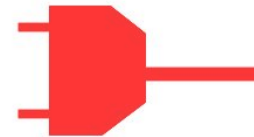
- Sangoma Phone Apps
 - Application from IP phone in the room



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Sangoma Oracle Connector Module

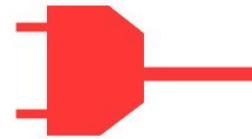
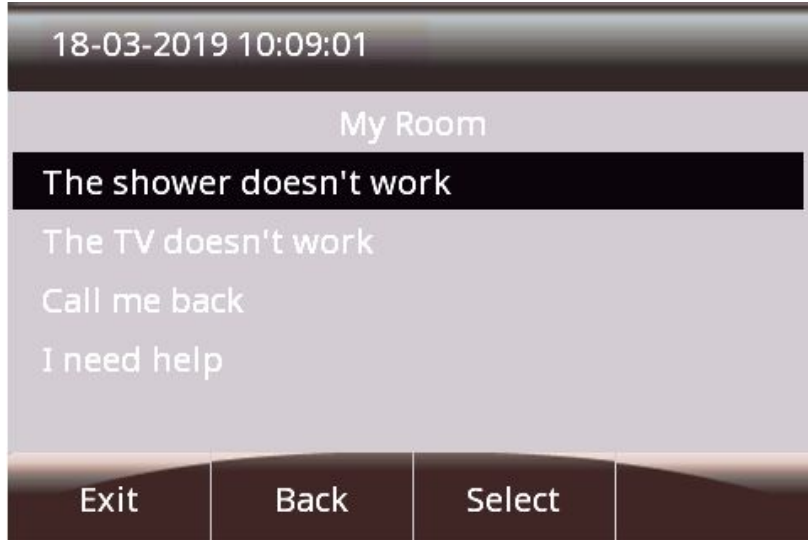
- Sangoma Phone Apps
 - View charges to room



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Sangoma Oracle Connector Module

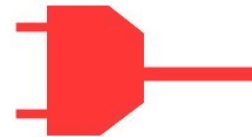
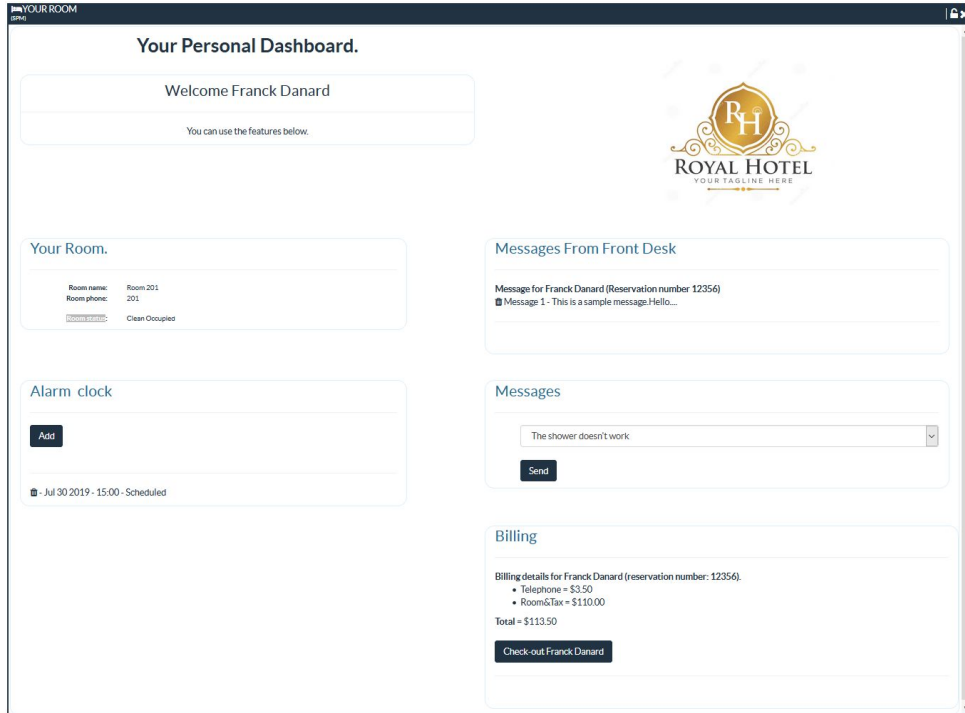
- Sangoma Phone Apps
 - Send a message to housekeeping or front desk



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Sangoma Oracle Connector Module

- User Control Panel



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Sangoma Oracle Connector Module

- Oracle Dashboard
 - Room Status

Room 201
Ext: 201
Dirty Vacant

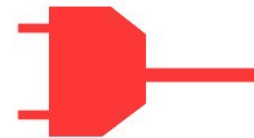

Room 201
Ext: 201
Dirty Occupied


Room 201
Ext: 201
Clean Vacant


Room 201
Ext: 201
Clean occupied


Room 201
Ext: 201
Inspected Vacant


Room 201
Ext: 201
Inspected occupied

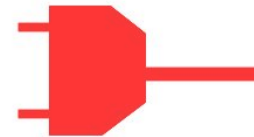



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Sangoma Oracle Connector Module

- Oracle Dashboard
 - Room Status - Additional Info

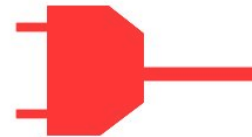
Room 200 Ext: 200 Clean Vacant	Room 201 Ext: 201 Dirty Vacant 	Room 202 Ext: 202 Clean Vacant 
Room 206 Ext: 206 Clean Vacant 	Room 207 Ext: 207 Clean Vacant  <div data-bbox="511 622 763 693">COS: SPM-Full-Calls VM secret: 1741</div>	Room 208 Ext: 208 Clean Vacant 



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Sangoma Oracle Connector Pricing

- Annual Renewal
 - \$95 base fee per PBX
 - \$5 per user/extension fee
 - Discounts for partners
 - Support included with your PBXact support contract
 - Prem solutions pricing varies



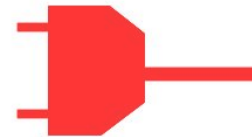
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Quick Recap

- PBXact
 - More proven, more features, required for Oracle Connector
- Sangoma Property Manager
 - Stand alone module for hotels without PMS
 - Required for Oracle Connector module
- Sangoma Oracle Connector
 - Must have PBXact
 - Integrate Oracle directly with PBX
- Support
 - Remote installation support available
 - Ongoing support from PBXact contract

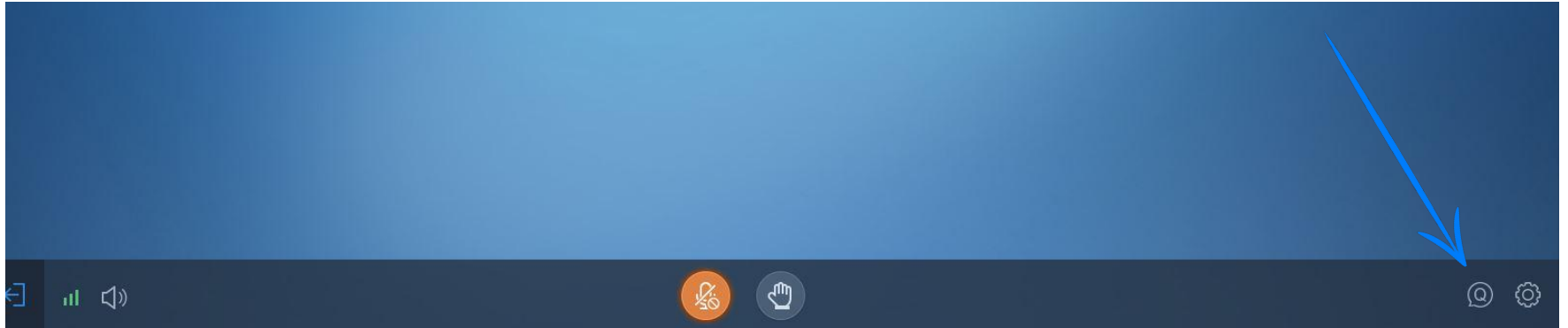


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Q&A





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