



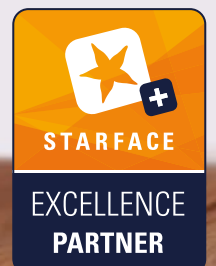
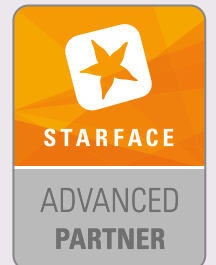
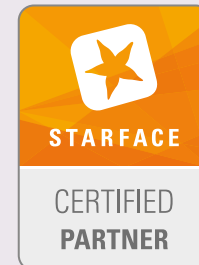
**STARFACE  
PARTNERSHIP**

# BECOMING A STARFACE PARTNER IS WORTH IT!

## BECOME AN STARFACE EXPERT STEP BY STEP

Many companies are currently investing in the areas of “modern business telephony”, “digital workplaces” and “home office integration into their business communication processes”. Therefore, these trends offer high growth potentials for the ICT industry. With a STARFACE partnership, you can benefit from this market growth.

STARFACE offers you the opportunity to become part of a large partner community that is in regular exchange with each other. You will get your own contact person from our STARFACE team. With the flexible STARFACE telephone systems and UC-solutions, you will be able to provide state-of-the-art products to your customers.





## STARFACE Starter

Do you often have customers with TK projects, whether in the cloud or classically with an appliance? You will receive a STARFACE starter package under special conditions consisting of STARFACE Compact Appliance plus two-hour online training on the installation and configuration of STARFACE.

- ✓ An attractive starter package at a good price
- ✓ Quick start through online training
- ✓ Support by Email

## STARFACE Certified Partner

You have completed the Starter Seminar, already know STARFACE or have gained initial experience as a STARFACE Partner? Now you want to benefit from the numerous advantages of a certified STARFACE partnership?

The status of a "STARFACE Certified Partner" is achieved by the successful training of at least one employee as a STARFACE Certified VoIP Engineer at the STARFACE Academy and the signing of the STARFACE Partner contract.

- ✓ Listing as a STARFACE Partner
- ✓ The provision of STARFACE-generated prospects with up to 20 users
- ✓ Licenses for personal use
- ✓ Further qualifications at the STARFACE Academy
- ✓ Second Level Support by Email and Phone
- ✓ Participation in the STARFACE incentive program

## STARFACE Advanced Partner

You have gained routine and experience with STARFACE projects? You now want to expand your know-how on handling the STARFACE periphery in order to cope with more demanding projects?

You achieve the status of a "STARFACE Advanced Partner" by successfully training at least one employee to become a STARFACE Advanced VoIP Engineer.

- ✓ Listing as a STARFACE Advanced Partner
- ✓ The option to participate as a co-exhibitor at events (e.g. trade fairs, partner congresses and roadshows)
- ✓ The provision of STARFACE-generated prospects with more than 20 users
- ✓ Licenses for personal use
- ✓ Further qualifications at the STARFACE Academy
- ✓ Second Level Support by Email and Phone
- ✓ Participation in the STARFACE incentive program

## STARFACE Excellence Partner

STARFACE annually awards the best Advanced Partner with the second highest level of the STARFACE partner model, the "STARFACE Excellence Partner".

Possible criteria for the award include sales strength, own initiative, remarkable project and/or development achievements, as well as the intensity of the cooperation with STARFACE.

- ✓ Listing as a STARFACE Excellence Partner
- ✓ The option to participate in the STARFACE Excellence Lounge
- ✓ The provision of STARFACE-generated sales opportunities of all sizes and aspiration levels
- ✓ The option to participate as a co-exhibitor at events (e.g. trade fairs, partner congresses and roadshows)
- ✓ Licenses for personal use
- ✓ Further qualifications at the STARFACE Academy
- ✓ Second Level Support by Email and Phone
- ✓ Participation in the STARFACE incentive program

## STARFACE Excellence+ Partner

STARFACE annually awards the best Excellence Partners with the highest level of the STARFACE partner model, the "STARFACE Excellence+ Partner".

Possible criteria for the award include sales strength, own initiative, remarkable project and/or development achievements, as well as the intensity of the cooperation with STARFACE.

- ✓ Listing as a STARFACE Excellence+ Partner
- ✓ Exclusive direct access to support
- ✓ 2 events annually with our product management
- ✓ The option of additional kickbacks on certain product lines
- ✓ The option to participate in the STARFACE Excellence Lounge
- ✓ Handover of STARFACE-generated sales opportunities of all sizes and aspiration levels
- ✓ The option to participate as a co-exhibitor at events (e.g. trade fairs, partner congresses and roadshows)
- ✓ Licenses for personal use
- ✓ Further qualifications at the STARFACE Academy
- ✓ Second Level Support by Email and Phone
- ✓ Participation in the STARFACE incentive program

✓ Use of the STARFACE logo

✓ Licence management

✓ Cloud management

✓ Access to the partner portal

✓ Free Webinars

✓ Web Academy

✓ Access to the STARFACE Partnership

## Any questions?

Our partner management is looking forward to your phone call! Detailed information about the STARFACE partner program can be found in the partner section of our website: [www.starface.com/en](http://www.starface.com/en)

For an initial personal consultation, reach our partner management by phone: **+49 (0)721-15 10 42 - 30**

Write an E-mail to: [vertrieb@starface.com](mailto:vertrieb@starface.com)



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