



CENTRESTAGE

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FEBRUARY

**What
can
we
do
for
you?**

What we have done already!

- We chose the right product initially!
 - ✓ Great pedigree
 - ✓ Most modern product on the market
 - ✓ Minimal number of modules
 - ✓ Most functionality is provided FOC
 - ✓ Open standards
 - ✓ Private protocols distributed
 - ✓ Easy Administration
 - ✓ Architecture provides for easy support
 - ✓ PCS50 design

What we provide!

- iPulse- a complementary suite of products...
 - ✓ Phones
 - ✓ QoS Switches
 - ✓ Wireless networking
 - ✓ Security cameras
 - ✓ GSM gateways
 - ✓ PSTN to ISDN converters
 - ✓ DPNSS to QSig converter
 - ✓ UPS etc.
- Economically priced
- Good Margins
- Tested to work with **maximiser**
- Purchases included in overall purchases to improve margins.

What we provide!

- Regional Third Party Products
 - ✓ We seek & certify regional products that compliment maximiser
 - ✓ Encourage third party developers to develop solutions around maximiser
- In-house Business Integration Team
 - ✓ Assists with “business solutions” not just telephony solutions
 - ✓ Assists with ready made scripts or custom made
 - ✓ We provide advice on how to structure a business solution
 - ✓ Developers network
- “Look & Feel” team
 - ✓ Personalisation of solution to the Company

What we provide!

- We have developed a localised network
 - ✓ Offices in each of the east coast capitals
 - ✓ New offices will be created where needed
 - ✓ Account Managers in each state whose brief to support you through your sales process
 - ✓ Local dial of any staff member in any state
 - ✓ Regional support
 - ✓ Education of resellers through accreditation courses
 - ✓ Technical & product training sessions
 - ✓ Extensive web support and interaction through technical & other forums
 - ✓ Telemarketing to your area coming soon
- Mobile demo equipment at about 25% of normal price & on split payment scheme
- We are putting on a “RFP” sales manager to assist you with developing superior quotation responses

What we will not do!

- We will not oversubscribe our network
 - ✓ We aim for a limited number of resellers to provide 80% coverage of the market
- We will not sell direct...we only sell through our reseller network

What can we do for you?

- We can help you make money!
 - ✓ Providing you with a superior product with an impressive pedigree
 - ✓ Providing superior margins
 - ✓ Opportunity to make larger turnover and bigger margins
 - ✓ Providing a Marketing Development Fund
 - ✓ Supporting you when you are “CentreStage” with your prospective customers
 - ✓ Providing you with a substantial “point of difference” in the marketplace
 - ✓ Providing software & the tools to attack verticals
 - ✓ Providing the environment so that you are not constantly quoting against “friends”

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What can we do for you?

- Provide you with a fairly priced rental scheme!
 - ✓ Extremely low interest rates
 - ✓ Extremely low administration fees
 - ✓ Technology refresh or reduced rent on endpoints after 2 years
 - ✓ After 3 years substantially reduced rentals
- Able to provide real comparisons to savings...new system for what you can save
- For instance a 4140 Remote Call Server with 8 PCS10 phones is around \$300 pm
- Reduces your debtors as your portion paid on completion of installation and support & maintenance paid automatically each year
- helps take price out of the equation

We want you to be successful

We will do all we can to ensure that you
are successful and profitable!

Thankyou for attending CentreStage