



## RINGCENTRAL CHANNEL PARTNER PROGRAM

---

©2017 RingCentral, Inc. All rights reserved. RingCentral, RingCentral Office, RingCentral Meetings, RingCentral Glip, and the RingCentral logo are trademarks of RingCentral, Inc. Other third-party marks and logos displayed in this document are the trademarks of their respective owners.

**RingCentral®**

KID-7895 03/17

**RingCentral®**

## TABLE OF CONTENTS

---

|    |                                  |
|----|----------------------------------|
| 2  | SUCCESES                         |
| 3  | CATEGORY OPPORTUNITY             |
| 4  | INDUSTRY ACCOLADES               |
| 6  | CHANNEL HARMONY: ONE TO INFINITY |
| 7  | SIGNATURE PROGRAM                |
| 8  | PARTNER ENABLEMENT               |
| 10 | INNOVATIVE PRODUCTS              |
| 12 | PROFESSIONAL SERVICES            |

## SUCCESSSES

### FEATURED WIN



**ONBOARDED 1,800 RINGCENTRAL USERS IN 45 DAYS**

#### COMPANY BACKGROUND:

- Unified school district serving over 21,000 students
- 28 sites across Silicon Valley
- System replaced: Jive

#### DEAL STATISTICS:

- Partner: CDW/AVANT
- Competed against: 8X8
- Key differentiators: Google integration, deployment capabilities, support services

### FINANCIAL PERFORMANCE AND GROWTH



## CATEGORY OPPORTUNITY

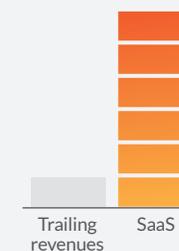
### TAKE ADVANTAGE OF A RIPE NEW PARADIGM IN COMMUNICATIONS SALES



Channel partners are looking at a 50% profit increase by switching part of their business to a cloud service.  
- RedCoin



Cloud services offer predictable growing cash, and customer retention is as high as 98%.



SaaS companies are trading at 5-6X trailing revenues, which is why this new business model is so sexy.  
- Bessemer



Stack and sell integrated solutions for stickiness and watch the commissions roll in from all of your partnerships.

## INDUSTRY ACCOLADES

### COMPELLING INDUSTRY SUPPORT INSPIRES CUSTOMER CONFIDENCE



A leader in Gartner's 2016 Magic Quadrant for UCaaS, Worldwide



Frost & Sullivan Market Leadership Award in the North American hosted IP telephony and UCC services market two years in a row



Recommended for G Suite



Named to Forbes List of 100 Most Trustworthy Companies in America for 2016



Chosen for excellent partner enablement, communications, sales tools, and support, CRN awarded RingCentral's Partner Program a 5-star rating for the second consecutive year



## CHANNEL HARMONY: ONE TO INFINITY

---

### CHANNEL HARMONY: RECEIVE SUPPORT AND COLLABORATE ON SALES WITH A SUBJECT-MATTER EXPERT

---

For any opportunity from one to infinity, a RingCentral-dedicated subject-matter expert will assist you in closing the deal or close the deal entirely on your behalf.\*

100%  
OF COMMISSION

#### EVERYONE WINS:

- Partners, subject-matter experts, and channel managers all receive 100% commissions.
- Experts, guiding the sales process, leveraging executive sponsorship, SE dedication, etc.
- All deals, one to an infinite number of users, qualify.\*

## SIGNATURE PROGRAM

---

100%  
OF COMMISSION

### LET US DO THE WORK FOR YOU

---

#### SIGNATURE PROGRAM

Use our RingCentral Signature Channel Account Manager to upsell your customers and receive 100% of commission.

#### BENEFITS OF THE SIGNATURE PROGRAM:

- Dedicated Account Managers attend to your customers and supply all the information they need.
- Signature Channel Account Managers upsell customer accounts for partners.
- Partners receive 100% of commissions on upsells and added lines.

# PARTNER ENABLEMENT

## STATE-OF-THE-ART PARTNER PORTAL



The RingCentral Partner Portal is designed to be your home-base interface with RingCentral.



Effortlessly register leads and access tools



Grab all of your sales and marketing tools



Easy to use



Get certified

Partners who are RingCentral certified increase earnings

**3.96X  
MORE**

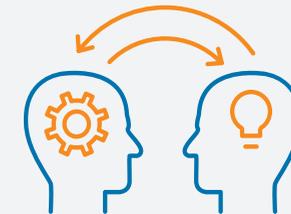
than non-certified partners.



## CHAMPIONING YOUR SUCCESS

Easy to transact, simple to get questions answered

Dedicated Partner Support Line  
**800-595-8110**



**98%** of partners ranked RingCentral's partner support as "exceeds expectations" compared to competitors.



**Dedicated quotes team**  
available 6 a.m.–6 p.m.  
Pacific time

## TOP-NOTCH TRAINING



Regional support



Monthly webinars



Regional training events

## INNOVATIVE PRODUCTS

---

### UNIFIED CLIENT

RingCentral's unified client brings all modes of communication into one place, reducing the time users waste switching between apps and device endpoints. RingCentral Glip™ is now a single, unified experience for all of RingCentral Office's communications and collaboration capabilities. This workspace is one of a kind and is what customers have been requesting.

### RINGCENTRAL GLOBAL OFFICE AND EUROPEAN LAUNCH

RingCentral Global Office™ eliminates geographical borders by now offering a truly local solution for European countries, including localized websites, support, and currency billing. International expansion to France, Ireland, Italy, and Spain drives partner—and thereby customer—growth, leading to greater opportunity.



### RINGCENTRAL MEETINGS

A RingCentral Meetings™ add-on allows users to host unlimited online conferences with up to 200 people per meeting. Available for RingCentral Office® Premium and Enterprise customers, this enhanced capability is ideal for all-hands and town-hall meetings or global meetings incorporating multiple locations.

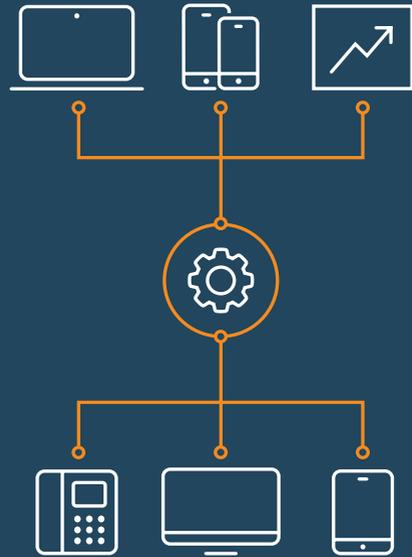
### RINGCENTRAL CONNECT PLATFORM FOR DEVELOPERS

RingCentral's integrations capabilities provide workflow solutions while offering the ability to build customized solutions or select the desired apps available on the RingCentral Connect Platform™. Leverage this advantage to stack services with clients for stickiness.



## PROFESSIONAL SERVICES

---



### PROFESSIONAL IMPLEMENTATIONS ARE AVAILABLE TO SUIT SPECIFIC REQUIREMENTS:

- Choose from customizable packages for specific needs.
- Offer expert service executing multi-location rollouts and customized system consultations to meet requirements such as IVR, outbound campaigns, call flows, and more.
- Third-party integrations are available out of the box (Salesforce®, Box, etc.), or Professional Services can aid with customizations.

### YOUR CUSTOMERS HAVE MANY OPTIONS FOR THE SUPPORT THEY NEED:

- Support options are offered for a wide range of services.

### GET CERTIFIED:

- Be trained to deploy RingCentral professional services with this certification.
- Provide optimized deployments and excellent customer support.

