

## THE INSIDE LINE

January 2017, Volume 6, Issue 1

### Kick Off 2017 with These Promos!

Make 2017 your year to make bank—even more than last year—by taking advantage of RingCentral’s new promotions, designed with your success in mind.

### PROMOS TO EARN YOU STACKS OF CASH

From now until March 31.



#### \$100,000

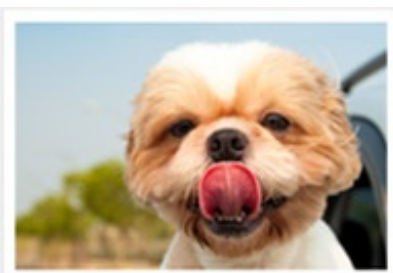
Earn a \$100,000 bonus for your enterprise-sized deals.

[Claim it now](#)



#### 2x MRR

Hustle to earn a 2x MRR bonus on every registered and closed lead. [Learn more](#)



#### BOGO

Lap it up. Buy one get one free on Polycom VVX 201 phones. [Click here for details](#)

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### Upcoming Events and Webinars



#### January 2017

January 24  
**Shrinking the Sales Cycle webinar**  
9:00 a.m. PT  
[Register now](#)

#### February 2017

February 2  
**RingCentral 9.0 Release webinar**  
9:00 a.m. PT  
[Sign up here](#)

February 14  
**Leveraging Integrations webinar**  
9:00 a.m. PT  
[Save your spot](#)

February 16  
**Partner Academy**  
11:30 a.m. CT  
Houston, TX  
[Come see us](#)

February 23  
**Partner Academy**  
11:30 a.m. PT  
San Diego, CA  
[Claim your seat](#)

#### March 2017

[Join Us for Our Upcoming](#)

# RingCentral Partner Academies

Houston | San Diego | Belmont | Chicago



This is your year to make it big with RingCentral. Bring in deals—starting now. Meet your channel team, and learn: how to win in every segment, product roadmap plans, and features from a Sales Engineer. Plus, lunch and on-site parking are on us!

## Houston, TX

February 16, 2017  
11:30 a.m. - 4:30 p.m. CT  
[Come see us](#)

## San Diego, CA

February 23, 2017  
11:30 a.m. - 4:30 p.m. PT  
[Save your spot](#)

## Belmont, CA

March 16, 2017  
11:30 a.m. - 4:30 p.m. PT  
[Register now](#)

## Chicago, IL

March 21, 2017  
11:30 a.m. - 4:30 p.m. CT  
[Reserve your seat](#)

## Agenda

- 11:30 a.m. Registration Opens
- 12:00 p.m. Lunch
- 1:00 p.m. Mapping Your Success
  - Win in every segment
  - Product positioning
  - RingCentral features for wins
  - Resources for the long game
- 3:30 p.m. Partner Panel Discussion
- 4:00 p.m. Product Roadmap
- 4:30 p.m. Happy Hour

March 7

## Number Porting Best Practices webinar

9:00 a.m. PT

[Register now](#)

March 16

## Partner Academy

11:30 a.m. PT

Belmont, CA

[Jump on board](#)

March 21

## Partner Academy

11:30 a.m. CT

Chicago, IL

[Reserve your spot](#)

## Important Notification for Master Agents & Partners

Important notice: We want to clarify that RingCentral will not pay monthly commissions to Partners where the customer has not yet paid RingCentral, including situations in which a customer is granted free months of service. SPIFFs will continue to be paid out based on activation of the service and will not be impacted by the timing of customer payment.

## RingCentral for Desktop Application Upgrade

On December 29, 2016, RingCentral deployed an upgrade to all Desktop app users. RingCentral initiated the upgrade notification for Desktop app users to ensure the best performance and highest level of security.

## Update: CloudConnect Price Change

A single [RingCentral CloudConnect](#) service offers up to 200 Mbps of bandwidth and is now priced at \$500/connection. Multiple quantities can be purchased to allow scalability of up to 10 Gbps per connection. Each connection is redundant-

# What's Happening at RingCentral

Share our latest updates on your social channels!

## The Channel Industry Opportunity: Predictions for 2017

What does the UCaaS opportunity look like for the channel industry this year? Based in part on his 15+ years of experience as a channel executive, RingCentral VP of Channel Sales, Zane Long, answers this question and more in a blog post published by Channel Vision magazine.

[Read on](#) to learn about Zane's four main predictions.

## Podcast: Bubble-Up Effect, Vendor Enablement Driving UCaaS Migration

According to Zane Long, customers are now driving demand for cloud and cloud communications. In this podcast, Long discusses the bubble-up effect, the impact on the channel of discovering opportunities as they better understand the platform, the end of hybrid IT models, and what Long describes as "enablement is king."

Curious about how these trends will shape 2017 into a year of both growth and change in UCaaS?

[Learn more here](#)

ready and managed by RingCentral.

## New Fax Plans and Pricing

The price of the Fax 500 and Fax 1,000 Plans will be increased by \$5, effective January 1, 2017. The Fax Allowances are also increasing: Fax 500 will become Fax 750, Fax 700 & 1,000 will become Fax 1,500.

## Training Updates

RingCentral is excited to announce recent updates to the [training resources](#) available on the Partner Portal! The new [RingCentral Rooms overview training module](#) outlines the benefits and functionality of the RingCentral Rooms and Connector web conferencing software. This also includes a short five-minute video demonstration of how to install the product. The RCCE [certification course](#) has been updated to include current user interface screens, product information, and features. This course also provides detailed information on how to effectively support customers when setting up their RingCentral service.

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Questions? Contact Partner Support at [800-595-8110](tel:800-595-8110)  
or [partners@ringcentral.com](mailto:partners@ringcentral.com) or visit our [Partner Portal](#).