



## CHANNEL PARTNER PROGRAM



## Brightmetrics is the ONLY Mitel MiVoice Connect add-on developed with the Mitel Partners community in mind

### Own the Mitel MiVoice Connect Sale with Brightmetrics

Are you interested in increasing your Mitel MiVoice Connect (ShoreTel) sales? We understand the challenges of growing your Mitel practice because the founders of Brightmetrics ran a successful Mitel reseller for more than 10 years. We've taken everything we learned about selling Mitel, included things we wished we had at the time, and created the leading analytics platform for the Mitel MiVoice Connect system AND a centralized information portal that consolidates your Mitel customer information in one place. Save sales time, save engineering time and impress your customers by having the information you need at your fingertips.

### Here are 3 Ways Brightmetrics Helps You Own the Mitel Sale:

#### Differentiate Yourself in the Sale

How do you differentiate your Mitel offering? By getting in early in the sale. Introducing the topic of business analytics is an immediate way of differentiating yourself in the sale and offering immediate value. With Brightmetrics, you'll be offering your customers industry-leading analytics for the Mitel MiVoice Connect system. From one location you can obtain all the information that you need about all of your customers' MiVoice Connect systems. In addition, you can have beautifully formatted, co-branded business review reports that your sales team can use to engage with your customers at a more strategic level.

#### Increase Recurring Revenue Opportunities

Where can you get a recurring revenue stream with little sales cost? Brightmetrics' Mitel reporting & analytics services is one of the easiest add-on sales to any Mitel system. And we make it even easier by offering all the support you could want. We provide marketing materials, customer demos, training, webinars or any other level of support you need. You're the hero-- you get the benefit, we do the work.

#### Offer your Customers a Completely New Path to ROI

With Brightmetrics you can show your customers and prospects more than beautiful phones and a simple management interface. The insights available through Brightmetrics can be instrumental in getting more value from a system in which they've already invested or are considering. Brightmetrics makes data that can show everything from customer satisfaction to employee productivity. Offering them a service this important, that no one else is talking about, will lead directly to more sales.

### Own the Mitel Sale with Brightmetrics

Brightmetrics' Partner Program is a unique way to build your business. Offering Brightmetrics is not merely a way for you to gain additional revenue, use Brightmetrics to:

- Differentiate yourself early in the sale
- Close more new Mitel business
- Engage with your customers in a way that has simply not been possible before
- Reduce the cost to support your existing Mitel base

**Contact us today to start using Brightmetrics to own the Mitel sale!**



Visit: [www.brightmetrics.com](http://www.brightmetrics.com)

Email: [info@brightmetrics.com](mailto:info@brightmetrics.com)

## Here are 2 ways to Use Brightmetrics to Own the Sale

Brightmetrics' Reseller Program offers a way to ease into offering Brightmetrics to your customers with no base commitment. You will get a flat discount off of the standard-tiered retail price for all subscribed services you deliver to your customers that you sign up for the Brightmetrics service. We'll work closely with you to hit growth targets together so you can move up into our Partner Program and realize even more value for you and your customers. This level is great for the new or small Mitel reseller that has an occasional need to offer an essential reporting and data analytics package for their customers' MiVoice Connect environments.

Brightmetrics' Partner Program offers you a way to build your brand while offering your customers a completely unique and powerful analytics platform for their Mitel MiVoice Connect system. The Partner Program not only co-brands the service with you, but offers powerful back-end tools that dramatically reduce your Mitel service times as well as offering your sales people a new way to strategically engage with your customer base. Partner Program licenses start as low as 15 customers.

Email us at [info@brightmetrics.com](mailto:info@brightmetrics.com) today for more information about our Partner Program.

Product Features	Reseller Level	Silver Partner Level	Gold Partner Level	Platinum Partner Level
Add recurring revenue by offering Brightmetrics to your customer base	✔ INCLUDED	✔ INCLUDED	✔ INCLUDED	✔ INCLUDED
Co-Branded Web Service		✔ INCLUDED	✔ INCLUDED	✔ INCLUDED
VAR Portal for centralized management	✔ INCLUDED	✔ INCLUDED	✔ INCLUDED	✔ INCLUDED
VAR-Side Branded System Review Reports offer health/config check across the system		✔ INCLUDED	✔ INCLUDED	✔ INCLUDED
Call Flow Reporting to Diagram Configuration		✔ INCLUDED	✔ INCLUDED	✔ INCLUDED
Extension Reference Data Source offers Enhanced Configuration Management		✔ INCLUDED	✔ INCLUDED	✔ INCLUDED
Create Custom Partner Defined Report Templates to share across customers		✔ INCLUDED	✔ INCLUDED	✔ INCLUDED
Co-Branded PDF Brochure		✔ INCLUDED	✔ INCLUDED	✔ INCLUDED
Allow creation of a custom Brightmetrics login page for your customers on your site			✔ INCLUDED	✔ INCLUDED
Offer Brightmetrics to all your customers with under 50 extensions at no cost to you			✔ INCLUDED	
Offer Brightmetrics to all of your customers with under 75 extensions at no cost to you				✔ INCLUDED



Start benefitting from the Brightmetrics business intelligence today, check out our **21-Day Free Trial** to discover what your Mitel data is telling you!

Visit: [www.brightmetrics.com](http://www.brightmetrics.com) | Email: [info@brightmetrics.com](mailto:info@brightmetrics.com)