



ABP Preferred Partner Program P³



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Re: The ABP Preferred Partner Program

Dear Reseller,

We are pleased to share with you our new “ABP Preferred Partner Program”. History has shown collaboration and partnership is the most effective way to succeed. We know VoIP is the fastest growing technology trend but it has competitive and technical challenges. Our goal is to meet these challenges with a national network of professional partners and together actively market and efficiently deploy complete VoIP systems.

ABP specializes in interoperable VoIP solutions based on Open Standards. Resellers are clearly the most competent channel to market complex new products. And, our partners know we distribute exclusively through our reseller channel. ABP’s P³ process leverages this professional partner network to help our resellers effectively market business class VoIP solutions to Small and Medium Enterprises.

Those Resellers who join our P³, attend training early, and have access to our world class products, will be the most successful in fulfilling the exploding demand for professional VoIP solutions. P³ gives you a single expert source for assistance in selecting, deploying, and servicing new VoIP applications. P³ helps our resellers confidently create long-term business relationships and rewarding financial growth for their company.

Associating with a highly respected group of professionals gives each of us greater marketing clout and leveraged advantages when selling VoIP. There will be many tangible benefits like access to an interop tested and continually evolving portfolio of top of the line Open Standard based products. You get free pre-sales engineering support on your projects, low-cost pre-configuration on certain systems, preferential post-sales support, and reduced prices for technical and commercial training. P³ membership allows access to financing services at preferred rates. ABP will also align P³ members with quality VoIP services creating residual income (Roadmap for Q4). You will be a recipient of a strong lead referral program from ABP’s P³ marketing campaigns.

You took the first steps to enter our program by researching the industry, contacting ABP, and attending the VoIP Sizzles Tour! The next step is to get a demo/starter kit and enroll for training. Our pre-sales and post-sales support is ready to help you complete your first profitable projects. Please contact your account manager or our in-house sales support team sales@abptech.com with any questions you may have.

We are excited to count you as one of our new preferred partners. Together we will build a new force in VoIP!

Sincerely,

A handwritten signature in blue ink, appearing to read 'Robert Messer', is written in a cursive style.

Robert Messer
President

ABP International, Inc.



ABP P³ VAR Starter Kits



P³ Starter Kit #1 Allworx IPBX

- Allworx 6X IPBX System with 2 Allworx 9112 Phones
- All optional Allworx Software (see breakdown)
- 25 Glossy Brochures
- Carrying Case and all necessary cables
- ABP's 3-day VoIP Foundation + Allworx Certification Training
- Second person per company may attend at no charge
- Voucher for 2 Day Vendor Training - good for next 6 months
- Converged Access CTX 600
- ABP Certified Technicians receive Gold Level first line tech support on Allworx products purchased through ABP.



P³ Starter Kit #2 Epygi IPBX

- Epygi Quadro 4X4L IPBX System with 2 snom360 IP Phones
- 25 Glossy Brochures
- ABP's 3-day VoIP Foundation + Epygi Certification Training
- Second person per company may attend at no charge
- Voucher for 2 Day Vendor Training good for next 6 months
- Converged Access CTX 600
- ABP Certified Technicians receive Gold Level first line tech support on Epygi products purchased through ABP.



P³ Starter Kit #3 PBXnSIP IPBX

- PBXnSIP IPBX System with 2 snom360 IP Phones
- Mediant 1000 Gateway with 4 FXO ports
- Server Software
- ABP's 3-day VoIP Foundation + PBXnSIP Certification Training
- Second person per company may attend at no charge
- Voucher for 2 Day Vendor Training - good for next 6 months
- Converged Access CTX 600
- ABP Certified Technicians receive Gold Level first line tech support on PBXnSIP systems purchased through ABP.



P³ Starter Kit #4 Asterisk IPBX

- Asterisk Business Edition Software
- Digium Wildcard TDM22B. PCI compliant card with 2 FXS and 2 FXO ports for connecting 2 analog phones and 2 analog POTS lines. Free installation assistance.
- Digium TE110P digital single span E1/T1 card. Free installation assistance.
- 2 snom320 IP Phones & 1 snom360 IP Phones with external keyboard and headset.
- Ranch Networks RN300
- 3 Port 10/100 Asterisk Midcom Router. It can be used with Asterisk to do QoS, Multi-homing, redundancy and also replace a basic firewall and router for many small installations.
- CTX 600. It ensures toll quality performance with robust traffic management to protect VoIP traffic and ensure optimum use of broadband bandwidth at the lowest possible cost.
- ABP Technical Post Sales Support for CTX and RN devices.



P³ Starter Kit #1 Allworx IPBX

See enclosed regular VAR pricing and special P3 pricing as well as description of everything in this Starter Package.

Item	Qty.	Description	Normal VAR Price	Extended VAR Price	P3-Starter Kit \$ *
Allworx : allwx-06x-IPBX-Basic Allworx 6x	1	Phone System and Network Server for up to 30 users with 6 standard CO supporting ports, 2 standard, dedicated internal analog stations, RJ-11 FXS ports, TAPI compliant, ITSP compatible	\$ 1,116.00	\$ 1,116.00	
Allworx : Options-6x : allwx-06x-ACD Allworx 06x Call Queuing & Distribution	1	Software Option - Call Queuing & Distribution - one time license fee & unlimited users	\$ 250.00	\$ 250.00	
Allworx : Options-6x : allwx-06x-CA Allworx 06x Call Assistant	1	Software Option - A live answer position that runs on a PC and works in conjunction with Allworx phones.	\$ 250.00	\$ 250.00	
Allworx : Options-6x : allwx-06x-VW Allworx 06x VoIP via WAN	1	Software Option - VoIP capability via the WAN for ITSP and site-to-site feature	\$ 225.00	\$ 225.00	
Allworx : Options-6x : allwx-06x-GC Allworx 06x Group Calendaring	1	Software Option - Group calendaring option for end users (also known as "Message Center")	\$ 225.00	\$ 225.00	
Allworx : Options-6x : allwx-06x-USB Allworx 06x USB Hard Disk	1	Hardware Option - Provides additional voicemail storage, email and website server capability.	\$ 209.00	\$ 209.00	
Allworx : Options-6x : allwx-06x-VPN Allworx 06x VPN	1	Software Option - Virtual Private Network (VPN) for remote data access-one time license fee & unlimited users	\$ 225.00	\$ 225.00	
Allworx : Phones-10x : allwx-9112 Allworx Phone 9112	2	Allworx VoIP phone - 12 programmable buttons (1 unit/box) Full duplex, Speakerphone functionality, all basic features plus Conf, Intercom. 2 Port RJ45 (2 port switch), POE ready. Standard Allworx Key system type phone with 12 line appearances/stations	\$ 172.00	\$ 344.00	
Converged Access : ACA-CTX-0600 Converged Access ACA-CTX-600	1	CTX600 VoIP Accelerator Bandwidth Management and QOS to ensure toll quality service for voice and protect one additional service class. Rest of the service by default on best available bandwidth. Bridge device with 1 RJ port towards WAN and switch with (more...)	\$ 455.00	\$ 455.00	
Training : P3-TRN-ALLWX P3 Partner VoIP Foundation and IPBX "Boot Camp" - Allworx	2	P3 Partner VoIP Foundation and IPBX "Boot Camp" - Allworx 3-day class designed to give a new VAR everything needed to install and support one of the IPBX appliance and IP phones.	\$ 995.00	\$ 1,990.00	
ABP Reseller Allworx Training/Voucher	1	Voucher for Vendor Training			
ABP Support Subscriptions: ASA-GOLD-QRT ASA-GOLD-QRT	1	ATSA Agreement for 3 months. VoIP Reseller Premium Support Program Up to 3 Hours per Month. Phone Access of support team. (50% Reduced cost per hour for support issues that go longer than the monthly included contract time block.)	\$ 275.00	\$ 275.00	
Shipping	1	Standardized Shipping & Handling will be added to final invoice depending on carrier and service selected.	\$ -	\$ -	
			\$ 4,497.00	\$ 5,564.00	\$3,095.00



P³ Starter Kit #2 Epygi IPBX

See enclosed regular VAR pricing and special P3 pricing as well as description of everything in this Starter Package.

Item	Quantity	Description	Normal VAR Price	Extended VAR Price	P3-Starter Kit \$ *
EPYGI : Quadro-04X Quadro-4X4L NEW	1	IPBXs with Auto Attendant, Voicemail, Call Forwarding, three way calling etc. 4FXO Ports for PSTN lines and 4 FXS Ports for Analog Phones and IP Phones. (Comes with 30 IP licenses)	\$1,795.00	\$1,795.00	
snom:360	2	snom 360 Multiline IP Business Phones with 12 Programmable Line appearances/Function keys with LCDs, 2 x RJ45 Ethernet Switch with IEEE 802.3af PoE support, Full Duplex speaker phone	\$179.50	\$359.00	
Converged Access : ACA-CTX-0600 Converged Access ACA-CTX-600	1	CTX600 VoIP Accelerator Bandwidth Management and QOS to ensure toll quality service for voice and protect one additional service class. Rest of the service by default on best available bandwidth. Bridge device with 1 RJ port towards WAN and switch wi (more...)	\$455.00	\$455.00	
ABP Support Subscriptions : ASA-GOLD-QRT ASA-GOLD-QRT	1	ATSA Agreement for 3 months. VoIP Reseller Premium Support Program Up to 3 Hours per Month. Phone Access of support team. (50% Reduced cost per hour for support issues that go longer than the monthly included contract time block.)	\$275.00	\$275.00	
Training : P3-TRN-EPY P3 Partner VoIP Foundation and IPBX "Boot Camp" - Epygi	2	P3 Partner VoIP Foundation and IPBX "Boot Camp" - Epygi 3-day class designed to give a new VAR everything needed to install and support one of the IPBX appliance and IP phones.	\$995.00	\$1,995.00	
ABP Reseller Epygi Training Voucher	1	Voucher for Vendor Training - Epygi			
Shipping	1	Standardized Shipping & Handling will be added to final invoice depending on carrier and service selected.	\$ -	\$ -	
			\$3,699.50	\$4,879.00	\$3,095.00



P³ Starter Kit #3 PBXnSIP IPBX

See enclosed regular VAR pricing and special P3 pricing as well as description of everything in this Starter Package.

Item	Quantity	Description	Normal VAR Price	Extended VAR	P3-Starter Kit \$ *
PBXNSIP: PBX SME Edition 025	1	PBX SME Edition 025X FULL PRO LICENSE for VARS Single -CPU license (25 extensions) for Microsoft Windows 32 Operation System, Mediant 1000 Series - Digital Gateway with single Span G.711, G.723, G.729, 1 U Formfactor	\$179.00	\$179.00	
AudioCodes: Mediant 1000-Analog M1K-ANA-4FXS4FXO + CPU Card:	1 1	Mediant1000 Analog Gateway with Single Boardcomputer and 4 FXS and 4 FXO ports CPU card for running PBXnSIP Software with 512 MB RAM and 40 GB hard drive.	\$1,402.00 \$831.75	\$1,402.00 \$831.75	
SNOM-HW: SH-PHN 360 snom 360 IP PHone	2	snom 360 Multiline IP Business Phones with 12 Programmable Line appearances/Function keys with LCDs, 2 x RJ45 Ethernet Switch with IEEE 802.3af PoE support, Full Duplex speaker phone	\$179.50	\$359.00	
Converged Access : ACA-CTX-0600 Converged Access ACA-CTX-600	1	CTX600 VoIP Accelerator Bandwidth Management and QOS to ensure toll quality service for voice and protect one additional service class. Rest of the service by default on best available bandwidth.	\$455.00	\$455.00	
ABP Support Subscriptions : ASA- GOLD-QRT ASA- GOLD-QRT	1	ATSA Agreement for 3 months. VoIP Reseller Premium Support Program Up to 3 Hours per Month. Phone Access of support team. (50% Reduced cost per hour for support issues that go longer than the monthly included contract time block.)	\$275.00	\$275.00	
Training : P3-TRN- PBXnSIP P3 Partner VoIP Foundation and IPBX "Boot Camp" - PBXnSIP	2	P3 Partner VoIP Foundation and IPBX "Boot Camp" - PBXnSIP 3-day class designed to give a new VAR everything needed to install and support one of the IPBX appliance and IP phones.	\$995.00	\$1,990.00	
ABP Reseller PBXnSIP Training Voucher	1	Voucher for Vendor Training -PBXnSIP			
Shipping	1	Standardized Shipping & Handling will be added to final invoice depending on carrier and service selected.	\$ -	\$ -	
			\$3,485.55	\$4,660.00	\$3,260



P³ Starter Kit #4 Asterisk IPBX

In order to appreciate the value of the Starter Kit P3-4, see enclosed regular VAR pricing and description of everything in this Starter Package.

Item	Qty.	Description	Normal VAR Price	Extended VAR Price	P3-Starter Kit
DIGIUM : DGM-ABE Asterisk Business Edition (SW-Lic)	1	Asterisk Business Edition Software includes: Asterisk Business Edition binaries, drivers, installer, and scripts on CDs. An all-new Asterisk Technical Manual, Quick start guide, special offers, and discounts from Digium and its Partner companies. Authentication key for activation and support	\$760.75	\$ 760.75	
DIGIUM : DGM-TDM22B Digium TDM22B	1	Digium TDM card with 2 FXS, 2 FXO	\$ 275.00	\$ 275.90	
DIGIUM : DGM-TE110P Digium TE110P	1	Single Span E1 full-length PCI Card for Telephony applications based on Asterisk with Digital PRX lines. E1 Standard with 30 Channels/European style (formerly called E100P)	\$ 431.95	\$ 431.95	
SNOM-HW : SH-PHN-320 snom 320 IP Phone	2	snom 320 Business phone with built-in, full duplex speakerphone and three-party conference bridging. Two-line display (3 x 24 characters), 47 keys, 13 LEDs, 12 programmable function keys, 2 Ethernet ports, Headset connection, 12 multi-line registration, PoE. SIP RFC3261, Security: SIPS/SRTP, STUN, ENUM, NAT, ICE . Codecs: G.711, G.729A, G.723.1, G.722, G.726, GSM	\$ 159.00	\$ 318.00	
SNOM-HW : SH-PHN-360 snom 360 IP Phone	1	snom360 Multiline IP Business Phone 12 Programmable Line appearances/Function keys with LCDs 2 x RJ45 Ethernet Switch with IEEE 802.3af POE support Full duplex speaker phone	\$ 179.50	\$ 179.50	
SNOM-HW : SH-XKP-360 snom 360 Extended Keypad	1	Extended key board for snom 320 42 Programmable keys with LEDs for attendant positions	\$ 115.00	\$ 115.00	
SNOM-HW : SH-HS-MM2 snom Pro Headset Monaural	1	Monaural headsets with shielded cable.	\$ 45.00	\$ 45.00	
ACA-CTX-00600		The CTX 600 ensures toll quality performance with robust traffic management to protect VoIP traffic and ensure optimum use of broadband bandwidth at the lowest possible cost. Applications are classified at wire-speed on a per flow basis so VoIP gets top priority and guaranteed bandwidth. Ideal for small branches, SMBs and VoIP service providers who need to assure VoIP quality. The system is easy to install, hides all bandwidth management complexity, is transparent to existing network infrastructure and eliminates support calls from unhappy customers.	\$ 455.00	\$455.00	
Ranch Networks : ARN-300 + VoIP ARN-300 + VoIP	1	3 Port 10/100 Asterisk Midcom Router	\$ 455.00	\$ 455.00	
DIGIUM : - Asterisk Administrator Training course	1	Divided into five major modules, the Bootcamp includes a day on installation and basic architecture, a day of dial plan and application training, a day of VoIP training, a day of TDM / PSTN training, and a day of advanced topics. to know in order to manage your business communications system.	\$ 3,000.00	\$ 3,000.00	



P³ Starter Kit #4 Asterisk IPBX

Item	Qty.	Description	Normal Price	Extended VAR Price	P3-Starter Kit
ASA- Gold-Mo	1	VoIP Reseller Premium Support Program Up to 3 Hours Month. Phone Access of support team for Ranch Networks an Converged Access devices. ATSA Agreement for monthly service. This premium support is a Must have for a VAR with a ongoing VoIP business enabling reseller to have a preferred access by phone to ABP Tech Support.	\$99.00	\$99.00	
Shipping	1	Standardized Shipping & Handling will be added to final invoice depending on carrier and service selected.	\$ -	\$ -	\$ -
			\$ 6,080.200	\$ 6,239.20	\$5,795.00

abp ABP P³ VAR Starter Kit Options

Special Starter Kit Discount on Optional VoIP Equipment

- 10% discount on all additional equipment purchased with Starter Kit
- Upgrade any product in **P³** Starter Kit at same discount level

Recommended Options:

- WiFi Phones
- Access Points
- 24 Port PoE Switch
- Intertex - Redundant Switch & 911 backup for VoIP
- Astrocom – Redundant Internet via multiple links



Let ABP's Technical Experts get you quickly up to speed in this exciting technology



ABP P³ Partner Training



ABP Partner VoIP Foundation Training

- A complete 3-day Partner Training Package that includes a 1 ½ day VoIP Foundation Class and a 1 ½ day Training on the IPBX system of your choice.
- It covers both basic understanding of VoIP service provider networks and functionality, SIP Proxy and Registrar fundamentals, basic mediaserver and basics on SIP IPBX.
- ABP's professional trainers have many years of real world experience deploying advanced VoIP technology.



Let ABP's Technical Experts get you quickly up to speed in this exciting technology



P³ Reseller Starter Program

Tools to get you off to a fast start with VoIP

Date: _____ 2006

Bill to:	Ship to:	Req. by:
		Phone:
		E-mail:
		Ship Acct#

Item	Part#	Description	Qty	P3-Start\$ *	Total
Starter Kit P3-1	P3-1 Bundle	Allworx 6X (6 Line FXO), ABP Allworx Training / Certification, 2 Allworx 9112, 1 Converged Access CTX 600, ABP Tech Support Subscription 3 months for FREE + P3 VAR Partner Foundation Training days.		\$3,095.00	
Starter Kit P3-2	P3-2 Bundle	Epygi Quadro 4x (2FXO, 4FXS ports), ABP Epygi Training / Certification, 2 snom360 Phones, 1 Converged Access CTX 600, ABP Tech Support Subscription 3 months for FREE + P3 VAR Partner Foundation Training days.		\$3,095.00	
Starter Kit P3-3	P3-3 Bundle	PBXnSIP IPBX System, ABP PBXnSIP Training / Certification, 2 snom360, 1 Mediant 1000 (4FXO ports), 1 Converged Access CTX 600, ABP Tech Support Subscription 3 months for FREE + P3 VAR Partner Foundation Training days.		\$3,260.00	
Starter Kit P3-4	P3-4 Bundle	Asterisk Business Edition Software, Digium TDM22B, TE110P, 2 snom320, 1 snom360, snom360 extended keypad, snom headset, 1 Converged Access CTX600, 1 Ranch Networks RN300, ABP Tech Support Subscription 3 months for FREE.		\$5,795.00	
Allworx 9102	Allwx-9102	Additional Allworx phones		\$155.00	
Allworx 9112	Allwx-9112	Additional Allworx phones		\$172.00	
Snom320	SH-PHN-320	Additional snom phones		\$158.00	
Snom360	SH-PHN-360	Additional snom phones		\$179.50	
Hitachi-Cable Wireless IP	Wireless IP-5000	Hitachi-Cable IP5000 WiFi 802.11b IP Phone. This works with all SIP IPBXs and supports SIP features.		\$265.00	
ABP Access Point	ABP-DL32K-APW	ABP recommended WiFi Access Point for VoIP (Special Price P3 Starter Kit)		\$189.95	
ABP 24 Port POE	ABP-DL24POE-SW	ABP recommended 24 Port Switch with POE 10/100 Base with Gigabit link. (Special Price P3 Kit)		\$446.00	
Intertex GW	IX67-FW_AIR_GW	ABP P3 Special -IX67 FW AIR GW and SIP Switch license Full Proxy / Call routing functionality and basic IPBX. Special VAR price. (List is \$885 – One per customer.)		\$365.00	
Astrocom PowerLink Pro 50	APL-Pro050	Astrocom PowerLink Pro 50 for VoIP Will combine multiple DSL, T1 and Cable accesses into one highly available link for VoIP. (Special VAR Demo Pricing)		\$891.00	

Subtotal

Tax

Shipping*

Total

Payment Information				Shipping*		
Credit Card Type	<input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> American Express			Total		
Name on Card				1850 Crown Drive Suite 1112 Dallas, TX 75234 Phone: 972-831-1600 Fax: 972-831-1416 insidesales@abptech.com		
Credit Card Number						
Expiration Date	/ / 20		Zip Code			
Signature						