



Key Benefits

	 BASE Sangoma Pinnacle Partner Program	 SUMMIT Sangoma Pinnacle Partner Program	 PINNACLE Sangoma Pinnacle Partner Program
Benefits			
Base Price	▲		
Summit Price - Discounted		▲	
Pinnacle Price - Greater Discount			▲
Lead Sharing & Referral Program		▲	▲
Deal Reg Discount Incentive		▲	▲
(Performance Based) Tiered Bonus, Promotions & SPIFFs	▲	▲	▲
Enablement			
Custom Partner Training Sessions			▲
Partner Portal Access	▲	▲	▲
Quoting Desk Access	▲	▲	▲
Partner Training Webinars	▲	▲	▲
Online Partner Learning Access	▲	▲	▲
Marketing			
Dedicated Channel Marketing Support			▲
Marketing Development Funds (Proposal Based)		▲	▲
Regional Partner Events		▲	▲
Regional Partner Webinars	▲	▲	▲
Campaigns in a Box	▲	▲	▲
Partner Marketing Content	▲	▲	▲
Support			
Partner Sales Support	▲	▲	▲
Partner Post-Sales Support	▲	▲	▲
Partner Engineering Support	▲	▲	▲

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