calltower **phonism**

Partnership & Solution Overview

○ **Wide Device Compatibility**:
Phonism's device automation platform supports 330+ devices (and counting) from over 15 manufacturers and 1400+ firmware versions, ensuring seamless integration with Zoom, Webex, and other platforms.

○ **Efficient Automation**:
Automate device deployment and updates, reduce labor costs while enabling devices to be provisioned in just seconds.

○ **Fast Migrations**:
Achieve rapid Webex & Zoom migrations from any platform, reducing time and costs, making transitions faster and more cost-effective.

○ **Robust Security**:
Protect against security threats and ensure compliance with Phonism's advanced security features
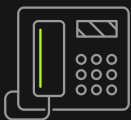
Supported Devices   **FIND YOUR DEVICES**

AVAYA   **snom**   **Fanvil**   **Yealink**   **Htek**

cisco   **poly**   **audiocodes**   **vtech**   **GRANDSTREAM**   **Mitel**

Identifying Opportunities

● **Forecasted Deals**
- • Device Support/Migration Blockers
(IE: RingCentral > Zoom, HCS > Webex, Avaya > Webex, Mitel > Webex)

● **Competitive Swap Targets**
- • New Clients Looking to Migrate to UCaaS
- • Changing UC Platforms

● **Closed/Lost Deals**
- • Revisit Old Deals Lost due to Device Type

● **Budget Concerns**
- • BYOD - Customer wants to maintain existing devices on new platform
(IE: RingCentral > Zoom, HCS > Webex, Avaya > Webex, Mitel > Webex)

● **Existing Accounts**
- • Cross Sell for More Wallet Share
- • Low Hanging Fruit

Benefits

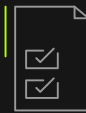|			
Support your preferred devices on Webex or Zoom	Increase device options for Webex and Zoom by 2-5x	Fast Webex and Zoom migrations from any platform	100x reduction in onboarding time and cost
Automate deployments and changes	Reduce labor costs by up to 95% & provision in seconds	Protect against security vulnerabilities and threats	Enforce compliance with auto-apply templates

Automation Platform

Universal Zero-Touch Provisioning
1. Drop ship + invoice (day one)
2. Config Webex account and sync with Phonism
3. Update Phonism*
Automated via Phonism connector or API
Device arrives Ring Ready™

Compliance Lock®
Simple (powerful) steps to enhance SIP security posture:
- Build compliance templates
- Select auto-apply
- Set enforced values
- Deploy anywhere in hierarchy

Deploy ▸ **Manage** ▸ **Secure** ▸ **Migrate**

Admin Experience
- Remote reboot
- Reset to factory default
- Hot desking + cold spare
- Firmware management
- Network quick fix tools: ping, traceroute, syslog, packet capture

Self Service
- Visual device manager
- Universal button controls
- Assignable templates

Low Code Integration
- Leverage our API to integrate into your existing portal
- Create an automated experience with our API's and widgets
- Execute intelligent actions such as: create accounts, visual device manager, assign devices/users, bulk changes, ZTP etc…

Provide an Integrated Experience

Accelerate Migrations, Bulk Changes, and Automation
- Provide automated platform and device to device migration options

Advanced Features
- Automated connectors
- Device vendor redirect
- DHCP option 66
- Bulk imports

How It Works

Device Management
- Bi-directional sync with UCaaS platform
- Reboot and reset
- Monitor SIP and network
- Firmware updates

phonism

Management   Voice

Provisioning
- Compliance Lock®
- Zero-Touch Provisioning
- Migrations and bulk changes

Requirements
- SIP registration and voice
- Device must support SIP TLS 1.2