calltower **GTx**

CALLTOWER'S REBILLER PROGRAM

Benefiting VARs and Customers with Exceptional Solutions and Extensive Expertise

In today's fast-paced digital landscape, having the right communication tools is essential for success.
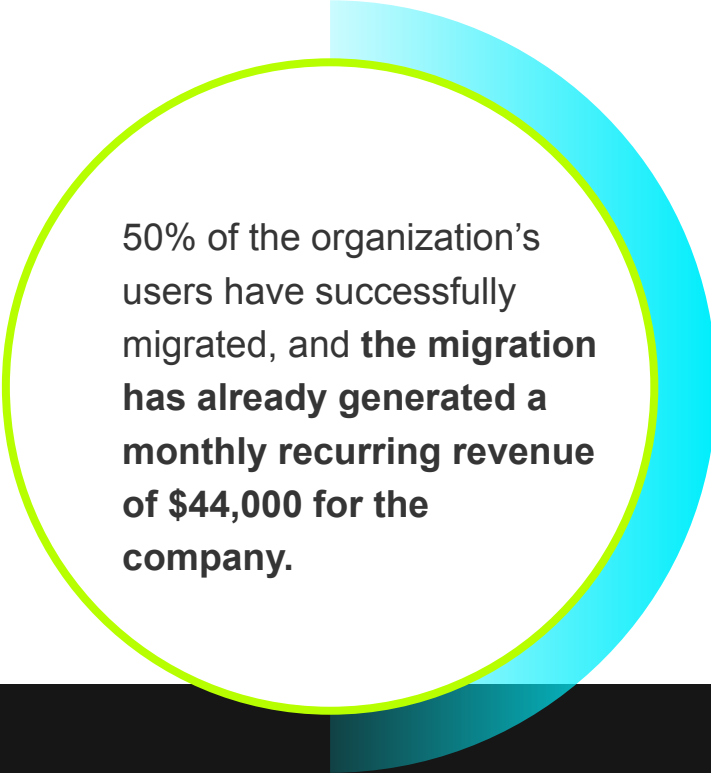
Value-added resellers (VARs) play a key role in providing organizations with reliable communication services that boost productivity and drive revenue. However, VARs may not always have the specialized solutions their customers need and often rely on support from other providers. That's where CallTower, a trusted leader in communication solutions, makes a difference.

By joining CallTower's Rebiller Program, VARs like you can access a wide array of UCaaS and CCaaS solutions to expand your offerings and enhance your customers' communication capabilities.

Together, we'll explore how CallTower empowers VARs, including how we helped a defense organization secure the tools they needed to thrive.

In 2024, a US-based aerospace and defense organization with over 14,000 employees was facing the challenge of managing multiple phone systems and realized that they needed to migrate to a Microsoft GCC High for security reasons. They also desired a phone system that could integrate with Microsoft Teams. During the provider selection process, the organization had to choose between CallTower and a different company, and ultimately decided to go with us due to our strong track record with Microsoft GCCH, our company size, and our extensive experience with Direct Routing.

The organization adopted Office 365 and GCCH Direct Routing, with CallTower providing GCC High Phone System and Audio Conferencing capabilities. While they are still in the implementation phase, the defense organization has already experienced numerous benefits working with CallTower for their migration and implementation. Additionally, the organization plans on using us for phase 2 of the migration in 2025.

50% of the organization's users have successfully migrated, and **the migration has already generated a monthly recurring revenue of $44,000 for the company.**

Benefits for Rebillers and their Customers

For VARs, this case study exemplifies the benefits that your business and customers can gain from selling CallTower's solutions through the Rebiller Program. As one of Microsoft's trusted solutions partners, CallTower was the first providers of Direct Routing services for GCC High, giving us years of extensive experience in implementing GCC High and GGCH Direct Routing that rebillers can utilize for their customers. The successful implementation of our solutions can generate tens of thousands of dollars in monthly recurring revenue for your customers, ensuring a strong return on investment for our solutions.

Rebillers utilizing CallTower's portfolio of solutions also gain access to government compliant solutions, allowing them to sell to organizations that need to follow stringent regulations.

By selling CallTower solutions through the Rebiller Program, VARs can:

Expand Their Portfolio of Telecom Solutions and Integrations

Utilize CallTower's expertise and unique offerings

Enhance Customer Trust and Retention

Increase Their Revenue Potential

Reach out to CallTower for a consultation today to experience these benefits for yourself and your customers!

Let's Connect