



Enrollment guide

VIPole Reseller program



Program tiers



Reseller discount
calculation



Collaboration
scheme

Reseller Program overview

The primary goal of the VIPole reseller program is to reward partners for helping to drive our mutual strategic goals and grow together.

Partners get the right to spread VIPole B2B solutions: VIPole Team and VIPole Enterprise.

In reward they get up to 50% discount. Additional services such as technical consulting and solution deployment generates more income for partners.



Grow profitable revenue



Acquire new customers



Partner with a global player



Add new service to portfolio

Reseller discount & program tiers

There are 4 partner tiers: **Associate, Expert, Premier, Strategic partner**. All resellers become Associates when they enter partner program. Their status changes depending on the amount of attracted client and generated income.

Reseller status is updated each quarter. Their activity during current quarter defines their status for the following.

Partner discount is applied according to partner status: the first quarter you get a 25% discount as an Associate and then your discount is re-calculated according to sales plan completed in previous quarter.

To keep the Partner status and the discount for the next quarter, Partner shall fulfill the sales plan that corresponds to its status. If partner fails to comply with the sales plan at more than 10%, the discount is re-calculated for the next quarter.

If the sales plan is exceeded, VIPole team at its discretion can reward a partner through extra bonuses and offering individual conditions.

Partner Status	Partner Discount	Sales per quarter
Associate	25%	no sales plan
Expert	35%	11 000- 25 000 USD
Premier	40%	25 000 – 50 000 USD
Strategic partner	50%	50 000 USD and more

Product pricing

The Partner may use VIPole prices or set own prices for the VIPole products basing on the price list.

Partner discount is calculated from the prices fixed in the VIPole pricing list.

Sales & marketing

VIPole provides resellers with plenty of marketing materials about VIPole products, positioning and sales strategy.

If you need any extra promos – [contact us](#), we are eager to be helpful.

Solution adoption and client support

Either VIPole or reseller can manage adoption and do support.

Reseller can set own prices for these services and generate more income. In this case dedicated VIPole team will consult partners on product, provide with guides and help every step of the way.

Partner's activity	Solution promotion	Adoption	Client support
Implementation	Compulsory	Optional	Optional
Commission	25-50%	100%	100%
Education, certification, marketing materials	✓	✓	✓
VIPole support	✓	✓	✓

Software ordering and solution delivery

- 1.** Partner sends company a software order form in 2 business days since the initial Client request
- 2.** Company accepts or refuses the order in 5 business days and provide reseller with software price and discount specification
- 3.** After invoice is approved, partner shall sell the software in 1 year since the day of invoice approval

If reseller doesn't succeed to make a deal within 1 year, company can use client data to sell software or give its right to other resellers

- 4.** Having received the Invoice with software price, reseller should consent for the invoice payment via email in 2 business days. And pay company the full amount for every Software order within 10 business days as of the Invoice receipt
- 5.** VIPole provides the relevant Software within 2 business days since received the partner payment. Company also sends reseller necessary user documentation, license files and access rights
- 6.** The Invoice payment shall be made in US dollars directly to the Company current bank account. The payment day shall be the day when the Company receives funds to the current bank account

Software Order Form

Customer details	
Company name	
Registration number	
Place of business	
Contact person	
Telephone	
Website	
Software request	
Software specification	Software product, server platform, etc.
Number of users	10 users
License terms	1 year
Modules required	VoIP, Relay, Web
Comments	
Partner details	
Company name	
Contact person	
Telephone/email	

Products

VIPole have developed two solutions for business collaboration:



VIPole Team

In the cloud

For teams and SMEs



VIPole Enterprise

On-premise

For enterprises

VIPole solutions make team up and running.



Chatting and calls



Videoconferencing



Quote, mention and
reply



Daily planner and
calendar

And protected.

End-to-end encryption

256-bit symmetric AES
encryption

3072-bit RSA encryption

Transport Layer Security

Diffie-Hellman secure key
exchange

Team leader sets privacy settings for all the group in one window:

Block contacts
Prohibit data download
Delete files and messages
Set compliance policy

Assign passwords
Track connections
Block program in emergency
Check connections

VIPole Team

is a messaging, calling and sharing SaaS in a cloud that provides end-to-end encryption to secure all communications. It protects remote teams when working from public locations or wi-fi and helps to manage work flow.

SaaS.

Subscription for
1,6,12 months

Starting from 5 users.

Can be extended any
time online

Online scale up.

Extent number of
users online

Product	Price, USD
VIPole Team, month	9 USD for 1 user
VIPole Team, year	108 USD for 1 user

VIPole Enterprise

includes the same features as VIPole Team, but is deployed in-house for centrally managed endpoint security. Set compliance policy and control data on devices with it. We can also brand the solution with client's corporate identity.

Annual licensing.

Only for active users, not
user names or devices

Minimum 25 users.

Extended through
support

Discount 20%

For license renewal

Product	Price, USD
VIPole Enterprise Standalone edition (1 server), Linux 64/32/ Windows	70 USD user/year
VIPole Enterprise Cluster edition (3 servers), Linux 64/32/ Windows	90 USD user/year

Extra modules	Price, USD
Media Relay Server	300 USD/year per 1 physical server
SIP Module	300 USD/year per 1 physical server
Site for autonomous users registration and password recovery	100 USD/year

Contacts

For any questions reach out our business development manager Olivia Backer olivia.backer@vipole.com

Otherwise drop us a letter at contact@vipole.com

Or give us a call +44 115 707 00 57

Useful links

[VIPole enterprise solutions as a Skype for Business alternative: a comparative look](#)

[VIPole vs Slack: choosing the collaboration service for your team](#)

[Battle of messaging apps: when your data is safe and when it's not](#)