

DIGIUM® | ASTERISK® PARTNER PROGRAM

The popularity of Asterisk® has grown rapidly and is now a world-wide phenomenon. When creating a complete Asterisk solution, there are components of the solution which need to be added, such as:

VoIP Endpoints - Network Infrastructure - Telephony Services - Application Software

Asterisk is the core of a business communications solution. The decision to use Asterisk as your IP PBX drives the decision making process for all other components of a solution. Digium® would like to make the components of a complete solution available, so that customers, whether they are end-users, small businesses, or enterprises can come to one place, the Digium Ecosystem, to get all the components of their solution.

To achieve this goal, Digium has created the Partner Program.

The Digium Partner Program brings together high-quality and innovative solutions with Digium's well known offerings. The advantages of this collaboration can be realized by both the vendor and the end customer.

ENSURED COMPATIBILITY

Digium offers certification of partner products to ensure their compatibility with Asterisk Business Edition™ as well as Digium's other products. Once testing is complete, the products will be granted the Digium|Asterisk Certification logo. Customers will recognize the logo and know that those products have been tested to interoperate with Asterisk.

MARKETING AND SALES OPPORTUNITIES

Digium has generated a huge market interest with both Asterisk, as well as its other software and hardware offerings. Digium sales have created a channel through which those products are advertised and distributed. Digium partners will enjoy the benefits of marketing support, which includes collateral, web presentations, and access to Digium's sales channels.

WHO CAN BE A PARTNER?

Digium is looking for products that are complimentary to Digium's product and service offerings. A partner should be someone that has successfully sold Asterisk-related products or services for at least three months, and can supply customer references.



WHAT ARE THE BENEFITS?

Where there is take there is also give. There are quite a few benefits that can be realized from the Digium Partner Program. The following benefits are in addition to the primary benefits previously discussed.

- Promotion on Digium Website
- Interoperability Certification Program
- Free and Discounted Access to Digium Products
- Participation in Marketing Events
- Collaborative Technical Support
- Promotion in Digium Sales Channels



WHAT KIND OF PARTNER ARE YOU?

The kind of partner you will be with Digium is dependent on the products or services which you create that will work in conjunction with Digium's offerings.

INTEROPERABILITY PARTNER

Interoperability partners market standalone products that interface with Asterisk. The complementary product interacts with Asterisk through a standards-based interface (e.g. SIP). As part of this program, Digium certifies these products with Asterisk Business Edition™.

SOFTWARE PARTNER

Software partners have created and wish to market a software product that is used in conjunction with Asterisk (i.e. a billing platform). Partner software products would include those that interface with Asterisk using an Asterisk specific interface (e.g. AGI or AML). These products may be optionally certified by Digium.

SOLUTIONS PROVIDER

Solutions Providers offer a "whole product" solution which incorporates Digium hardware or Asterisk Business Edition into their products. These offerings may be targeted at specific vertical industries or other niche markets.

TRAINING PROVIDER

Training providers offer various types of lecture and lab based training about Asterisk and related products. Consultants and contract developers may fit into a more generalized version of this category.

SERVICE PROVIDER

Service providers typically market telephony services such as SIP trunking to be used with Asterisk. The services may include traditional circuit-switched (PSTN) or packet-switched (VoIP) offerings.

APPLY NOW!

The Digium Partner program offers a great way for your organization to reach a powerful new customer base. You can find out more or apply for the program on our website at

www.digium.com/partners/application.php



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