



PARTNER
ALLIANCE

**THE CLEARSPAN PARTNER ALLIANCE:
AMPLIFYING THE UNIFIED
COMMUNICATIONS CHANNEL**

Introduction

Clearspan has been a leading player in the telecommunications industry for almost forty years, with twenty years as a cloud leader, consistently pushing the boundaries of innovation to deliver cutting-edge communication solutions with the latest features.

Clearspan Cloud, Clearspan's Unified Communications as a Service (UCaaS) offering, is a transformative communications solution, providing both traditional phone system service as well as a comprehensive suite of next generation communication and digital media collaboration tools hosted in the cloud. Clearspan Cloud is currently deployed in multiple enterprises as large as 40,000 users, with some deployments going over 60,000 users. Rest assured Clearspan Cloud is stable and scalable.

Clearspan Cloud includes the many key features that you would expect in a modern UCaaS system: all the Advanced Call Routing you would ever need, and through the use of Clearspan PING, ability to use Mobile Clients, Chat, Video Meetings, Integrated SMS Messaging and Collaboration Tools. We've got UCaaS covered.

UCaaS Platform



All-in-one collaboration solution for seamless communication on any device, anywhere. Voice, video, messaging, and more - all in one easy-to-install package. Connect effortlessly with Clearspan Cloud UCaaS.

The Clearspan Difference

Understand Traditional
Voice Calling

Customizable
Approach

Built to
Scale

Different
Deployment Model

Single Glass of
Pane

Best in Class & Easy to
Understand Earnings

Understand Traditional Voice Calling

Clearspan understands and excels at all elements of UCaaS, but we also understand that traditional voice calling continues to play a vital role in communication, offering advantages in terms of immediacy, security, clarity, personalization, compliance, reliability, rapport-building, and resilient accessibility in specific use cases. That is why voice is still critical in many business to consumer scenarios. You likely will call to make an appointment, or talk to someone in a large organization to straighten out some issue, or to talk to your tax person, lawyer, or financial advisor. And in certain business contexts, such as sales calls or negotiations, voice calls can be more effective for building rapport and establishing trust compared to digital communication methods.

Clearspan also offers a choice of phones – between Mitel, Yealink, Cisco, and Poly we will have the phone for your customers' needs. And if your customer has existing Mitel, Cisco, or Poly phones they likely can still use them. If you want a specific phone that is not currently certified, please ask us.

Customizable Approach

Clearspan's UCaaS service goes beyond traditional communication solutions, offering service providers a customizable approach tailored to the unique requirements for each of their clients. From advanced call routing and virtual meeting rooms to integrated messaging and collaboration tools, our platform empowers teams to communicate and collaborate more effectively, regardless of their location or device.

And with Clearspan's collaboration tool PING, VARs and MSPs can create their own fully branded PING application to connect your brand with your customer's users with the marketing flexibility of ZERO co-branding requirements and eliminating the higher licensing costs of comparable third-party collaboration tools. For instance, PING could have your corporate colors, your fonts, or your logo on it. Make it yours!

Clearspan also enables service creation, product and application integrations, and customizations that deliver unique vertical and/or customer-specific services at scale. This gives partners the tools they need to offer unique services at competitive pricing. This way, Clearspan gives the flexibility to build communications packages designed to a customer's actual wants and needs - you pair in the SIP they want, the phones they want (or have), and choose what other offerings best fit.



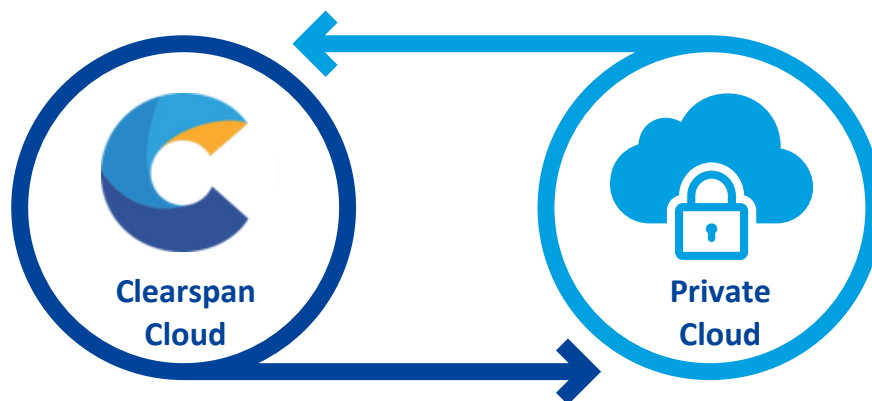
Built to Scale

Clearspan Cloud was originally built with scale in mind, which is why we can service enterprises with tens of thousands of users. Our modern purpose-built platform is modular and extensible by design to bridge existing Service Provider resources to our new innovative platform. Clearspan Cloud is built on a robust and secure infrastructure, ensuring high availability, reliability, and performance at all times.

Different Deployment Models

As a SP, VAR, or MSP, you may want to deploy our platform your own way. Clearspan understands that and offers partners different deployment models, all using your SIP Trunking of choice.

Flexible Deployment Options



With Clearspan Cloud, Clearspan would be managing the UCaaS instance so you don't have to. But even with Clearspan Cloud you'd be able to customize the platform to make it look like it is your platform, and you'd be able to customize PING to make the clients look like your clients, all done with ease as you administer each of your end customers from our OpEasy portal.

With Private Cloud, you would be running the Clearspan UCaaS platform on your cloud infrastructure. This option is only available for SPs or large VARs or MSPs that already have significant cloud infrastructure in place.

Single Pane of Glass



As a SP, VAR, or MSP, managing your customers takes time, and takes time away from growing your business. With Clearspan Cloud you can manage your customers your way. Meet our single pane of glass portal, OpEasy.

OpEasy provides partners full control of their customer tenants. From provisioning thousands of users at machine speed, individual user modifications, IVRs, Queues and Ring Groups, you can do it all through our intuitive interface. And OpEasy has extensive reporting tools, so you can effectively manage your customers.



Clearspan is able to adopt many existing phone brands, including Mitel's 6900 and 6800 series. This can be very advantageous for scenarios where a customer needs to do a cloud migration. Clearspan also offers popular phones like Poly, Yealink, and Cisco for purchase or rental should you want that.



We also offer a variety of optional add-ons so that you can customize your UCaaS system for your needs and business. We want you to easily be able to buy whatever you need - not more than you need like you will see with bundles from other UCaaS providers.

Optional Add-Ons



Call Center
Agent



Call Center
Supervisor



Call
Recording



Virtual
Receptionist



Text



VM
Transcription



Fax



MS Teams
Integration



Telephone,
Headsets etc.

With Clearspan's built-in flexible service plans, our partners can broadly market service plans that best fit the needs of the market they are serving.

Contact Us



www.clearspancloud.com



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OPEASY & MICROSOFT TEAMS INTEGRATION



Make Microsoft Teams Your Complete Communications Solution



Fast Setup

Add users in minutes with just 4 fields, or upload in bulk. Go live as quick as 1 business day from setup to first call!



Always-On

Carrier-grade network means calls keep flowing in the event of a Microsoft outage.



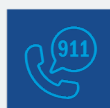
Flexible

Utilize virtually any SIP phone. Custom branding available.



Fully Automated

No PowerShell scripts, no complex admin, activation deploys behind the scenes.



e911 Ready - Ray Baum Compliant

Emergency call compliance with accurate location mapping down to the building, floor, and room.



More Features

100+ PBX and telephony features with contact center and SMS add-on's available

Teams Alone:

Setup Time

✗ Manual Configuration for each user

Provisioning

✗ One-by-one in Teams Admin Center

Automation

✗ Manual PowerShell scripting required

e911 Compliance

✗ Basic location setup; user-managed

Reliability

✗ Calls stop during Teams outages

Phone Hardware

✗ Only Microsoft-certified phones

Branding

✗ Microsoft only branding

Advanced Features

✗ Limited hunt groups & call queues

Teams + Clearspan:

✓ Automated new user provisioning

✓ Bulk upload thousands of users at once

✓ Fully automated, no scripts needed

✓ Location detail down to building/floor/room

✓ Redundant carrier network for added reliability

✓ Use a wide range of devices

✓ Custom branding available

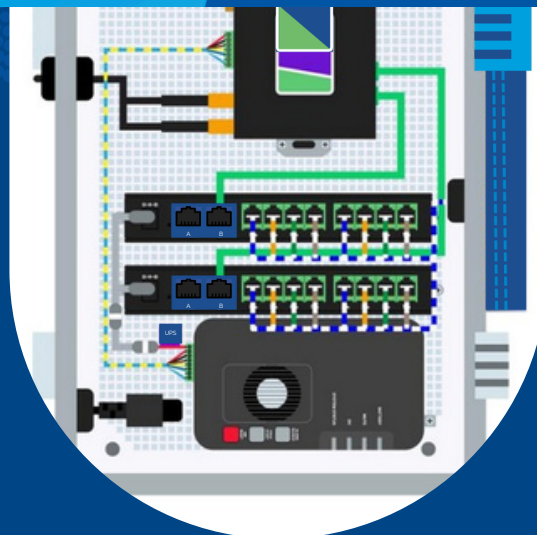
✓ Custom tailored feature experience





POTS Replacement Solution

CLEARSPAN IS THE LEADING COMMUNICATIONS SERVICE PROVIDER SPECIALIZING IN POTS REPLACEMENT FOR MULTI-LOCATION ENTERPRISES.



Easy PRS Pots Replacement Solution

Providing implementation design and 24/7 maintenance and alerting, EasyPRS delivers fully-managed service solutions for data and voice, including alarm, life-safety, elevator, modem, and facsimile lines as well as device management. EasyPRS is also fully integrated with Clearspan's UCaaS solution to ensure voice communications continuity for any traditional voice-enabled POTS endpoints. Organizations gain peace of mind with EasyPRS which offers fully-compliant NFPA 72 POTS-replacement solutions using 4G LTE as well as wired Ethernet technologies.

Application

Clearspan's EasyPRSPOTS replacement services solve all the business and life safety challenges created by the ongoing decommissioning of traditional carriers' copper networks. Instead of treating POTS replacement as a one-off hardware switch, Clearspan future-proofs businesses and accelerates network transformation.

Enterprise customers choose Clearspan more than any other partner to ensure business continuity for many applications including:



Fire



Alarm



Voice



Elevator



Point of Scale



Panic Button



Fax



Modem



Building Entry



Meter Reading



SCADA



Fail Detection



Blue Light

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The Clearspan Partner Alliance: Clearspan's Partner Program

Clearspan offers a simple and easy to understand partner program. After signing a contract, and obtaining the required training, discounts off of our standard rate card will be available as per below. For instance, if the standard price for a UCaaS seat is \$7.90 and you earn a 10% discount, you would be paying Clearspan \$7.11 per seat.



PARTNER ALLIANCE

Sales Partner Program Status	Billed Yearly UCaaS Seats	Discount
Core	<1000	-
Pro	1001-2500	2.5%
Premier	2501-5000	5%
Elite	5001+	10%

Clearspan will also periodically offer quarterly promotions to Premier and Elite members only. These promotions will vary and for example, might offer incentive for a vendor upgrade to Clearspan, to bundle add-ons on top of Clearspan Cloud, or reward for prem to cloud migrations. Payouts will vary and may include cash considerations or special pricing, free UCaaS seats on your next deal, golf outings or SPA days, or trips to ball games or shows.

In addition to our rewarding promotions Clearspan supports our partners through a dedicated team including sales, marketing and technical and training resources who are always happy and willing to help in your success.

Clearspan also regularly updates and solicits feedback from our channel partners. We host a quarterly webinar and send out a quarterly newsletter to announce promotions, provide updates and marketing and sales resources and more.

Why Choose Us

Clearspan is committed to delivering exceptional value and service to our clients, setting us apart as a trusted partner in the telecommunications industry. And remember, Clearspan is singularly focused on partnering with leading service providers and does not have a direct sales business model. This ensures that Clearspan is 100% there to help our partners redefine the future of unified communications for the large complex organizations they serve.

Amplify Your Business with Clearspan

