

**Exhibit B**

**Sales Brochures**

Please see attached.

# Partner Onboarding Program



Selling and supporting phone systems is a major revenue opportunity and another way to cement profitable, long-term relationships with your customers. However, many partners do not pursue this opportunity because of their concerns about complexity, support challenges, and potentially low margins. To ensure that every new partner is successful from day one, FreedomVoice created a comprehensive onboarding program to guide you through training, the initial customer installation and beyond.

## FreedomVoice University: Product Training 101

Our free, online technical training program features unlimited, on-demand access for self-paced training. At least one of your engineers must participate and become certified through FreedomVoice University.

## Sales Training and Closing That First Deal

The next step is to get your sales reps trained. You have two options: train remotely via online meeting, or have a FreedomVoice field rep visit your office and train your team live. Either way, it's an opportunity for you to take a deeper dive into any aspect of selling the FreedomVoice service. In addition, FreedomVoice is always available to assist or deliver demos for your prospects. Closing deals doesn't get any easier than this!

Freedom Voice has been a great partner to work with. Their marketing collateral and programs are easy to use and have helped us generate plenty of new opportunities to sell phone systems.

### Steve Colyar

Marketing Director, Key Methods

I am very excited by what went on in the call this morning. The white glove treatment on this deal is even more exciting due to the nature of how big this client can be for us overall, so I sincerely appreciate it and am getting more excited each day about going forward selling FreedomVoice.

### Michael A. Frieder

President, On Call Computer Solutions

# Partner Onboarding Program

Initial  
Business  
Planning  
Call

Technical  
Training  
  
FreedomVoice  
University

Sales  
Training  
  
FREE Money  
FREE Leads

“White Glove”  
Assisted First  
Installation

Review of  
Installation  
(10 Days After)

Regular  
Account  
Manager  
Touches

Quarterly  
Business  
Reviews

## Three Ways FreedomVoice Helps Partners Generate Leads

1. **FREE Money Program.** Collect your customers' phone bills. We'll analyze them, and generate a quote showing them how much money they can save by switching to FreedomVoice.
2. **FREE Leads Program.** Sit back while we bring you warm leads. Just give us a list of prospects, and FreedomVoice takes it from there, including ongoing marketing and handing the leads back to you on a silver platter.
3. **FreedomVoice Customer Referral Program.** Your customers get a free month of FreedomVoice service for every referral they provide to you that signs up. Everybody loves free, making this a slam-dunk way to rake in leads and revenue.

## Deploying Your First Customer

FreedomVoice's "white glove" deployment-assistance program ensures that every partner's first roll-out goes smoothly. One of our seasoned engineers will walk you through the deployment process step-by-step, from gathering customer requirements and network information through deployment day. Our engineer also is on stand-by for live assistance while you're onsite installing the system, ready to jump in and answer any questions or guide you past any challenges that pop up. The result: The system is up and running smoothly and quickly, and you have a happy customer.

But the support doesn't end there. After the initial deployment, a review call is scheduled with you, the customer and our engineer, to guarantee total customer satisfaction.

## Weekly and Quarterly Support

To ensure continued success, FreedomVoice provides each partner with a dedicated account manager, who provides weekly updates about new products, promotions and more. And every quarter, your account manager also will meet with you to analyze your recent successes, challenges and future opportunities, and help you plan out your next 90 days of sales and marketing activity.

Sign up as a FreedomVoice Partner today and start making money with voice.  
Call us at **800.477.1477** to sign up today!



## FreedomVoice— THE Voice of Small Businesses

At FreedomVoice, we work hard to be THE voice provider to small and medium-sized businesses. Our cloud-based phone solutions deliver top-notch quality and save you money. And our friendly people really care about your success — you can count on us to deliver smart solutions and reliable service that take your business to the next level.

FreedomVoice works closely with our partners — a nationwide network of IT managed service providers — and they work closely with you, to ensure your business success. So you get the convenience and personalized service that comes from working directly with people who really understand your needs.

FreedomVoice — because every small business deserves a solution that thinks big.

### Why Choose FreedomVoice?

FreedomVoice's cloud-based phone system eliminates the complexity and expense that comes with traditional phone systems. Your phones simply plug into your existing Internet connection, no additional wiring required. You get reliable, high-quality voice service that's easy to set up. And you can start saving money today.

There are a lot of other great reasons to switch to FreedomVoice. Here are six of our favorites.

#### 1. Significant Savings

FreedomVoice eliminates the prohibitive up-front costs that come with hardware installations. We get your business up-and-running with professional features, affordable monthly fees, and unlimited calls in the US. Plus you get significant savings to your bottom line.

#### 2. Flexibility to Suit Your Needs

No two businesses have the same system requirements. We give you the flexibility to define how your service works and the flexibility to make it happen. In fact, our system is so flexible that you can even add or remove users and functionality to match your seasonal business needs.



### 3. An Integrated Office

FreedomVoice bridges the gap between your main office, remote workers, and telecommuters, bringing everyone together in a single, easy-to-manage phone system. Your employees can communicate as if they were all in the same office — even if they're in different time zones.

### 4. Scalability as Your Business Grows

Your business may be small or medium-sized today, but you can count on it growing. When adding new phones, new locations, remote offices or telecommuters, scaling your service is as easy as buying the phones and plugging them in.

### 5. Quality & Reliability, Regardless

We accept nothing less than the best when it comes to clarity for your business calls. And we power businesses through thick and thin, keeping you connected regardless of the elements. With FreedomVoice, it's business as usual.

### 6. Friendly, Caring People

At FreedomVoice, we measure our success in satisfied customers. From the initial set-up through day-to-day operations, our friendly, caring people work hand-in-hand with your MSP to ensure the quality and reliability of your phone system. That leaves you free to focus on what counts — running your business.

**Get Started** Call us at **800.477.1477** to sign up today.

## Features and Functionality

*Take your business to the next level.*

### BUSINESS FEATURES

- Unlimited local & long distance in the US
- Auto Attendant
- Dial by name
- Extension Dialing
- Hold Music/Message
- Online Faxing
- Ring Groups
- Simple, on-line administration
- Real-time monitoring (Queues, Park, User Status)
- Maintain existing numbers, business and toll-free

### USER FEATURES

- 3-way calling
- Advanced find-me follow-me
- Call Blocking
- Call Waiting, Transfer & Park
- Call Monitor, Whisper & Announce
- Caller ID
- Do Not Disturb
- Intercom
- Queuing
- Softphone (PC, MAC, iOS, Android)

### OPTIONAL FEATURES

- Voicemail to text transcription
- Caller ID Name
- Call Recording
- Custom configurations
- Professional Voice Recordings
- Toll-free numbers





## Reliability—Your Success Depends on it

At FreedomVoice, we understand how important reliable, top-tier, cloud-based phone service is to the small and medium-sized businesses we serve. When you pick up the phone, it just needs to work—your success depends on it. With FreedomVoice, both our partners and their customers can count on the reliability of our 100 percent Cisco network to be there for their businesses, whenever and wherever they need it.

FreedomVoice—it just works.

### Uptime You Can Count On

We hold ourselves to the industry gold standard—99.99 percent uptime. In fact, on a monthly basis, FreedomVoice often achieves 100 percent uptime. That's reliability—and uptime—you can count on.

[Chart]

### System Security

We're serious about security. Through our comprehensive threat management processes, we proactively monitor for and assess vulnerabilities, so you can be confident your system is safe. Meanwhile, regularly scheduled patches ensure you've received critical updates necessary to maintain its integrity. In addition, both of our data centers are compliant with SSAE 16 reporting standards.

### Network Redundancy

You can rest assured that redundancy is built into every critical component of our networks, from clustering and high-availability configuration of our servers to full mesh topology. In fact, FreedomVoice was designed as a multi-site system rather than a single site system like many of our competitors. Since calls automatically connect to both data centers, if one data center goes down, new calls will automatically route through the other data center.

*We know about redundancy first hand.*

*In 2012, when Hurricane Sandy took out our East Coast NOC, we were able to seamlessly transition our operations to our West Coast NOC with no disruption in service, thanks to our multi-site system.*

- 99.99 percent uptime
- Proactive monitoring
- Clustered servers
- High-availability
- Full mesh topology
- Multi-site system



## Five Reasons Why Partnering with FreedomVoice is the Savviest Move You'll Ever Make

If you're serious about being a player in the business phone market, partnering with FreedomVoice is the only way to go. We provide you with the training, marketing, leads, support and standout products that are all key for minimizing your risk and maximizing your profits. Here's why.

1. **We're proven.** FreedomVoice has been in the business phone market since 1996 – a lot longer than most. That longevity, along with the success of hundreds of our partners, shows we know what we're doing. Why take the risk of partnering with a relative newcomer?
2. **We provide everything you need to be successful.** That begins with a comprehensive onboarding program that gets your team up to speed on business phone technology, the market opportunity and the FreedomVoice portfolio. Next, our "white glove" deployment-assistance program walks you through your first customer installation. Each partner also gets a dedicated account manager to help identify opportunities and overcome challenges. Our partners are never left wandering in the dark.

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Reviews

# Five Reasons Why Partnering with FreedomVoice is the Savviest Move You'll Ever Make

3. **We support what we sell.** Our partners have easy access to an entirely North American-based team of network and telephony experts. No hair-pulling chats with reps overseas working from a script. No leaving voicemails and emails that go unanswered for hours or days. Our world-class support ensures that you can respond quickly to your customers' needs, helping your brand stand out in the market as the one that understands what business-class really means.
4. **We don't sell direct.** Unlike many other phone providers, we'll never compete with you. Our success depends on our partners' success.
5. **We provide free, qualified leads.** We have multiple programs that make it easy, fast and free for partners to reach prospects and identify the best opportunities.

*Increasing benefits as you grow your FreedomVoice customer base.*

## **PARTNER**

Signed Agreement  
Complete FV University

### **PARTNER BENEFITS INCLUDE:**

- Dedicated Account Manager
- "White Glove" First-Deployment
- Unlimited FVU Training
- Discounted NFR / Demo Systems
- Marketing / Lead-Gen Programs

## **PREMIER PARTNER**

200 Active Lines  
50 Lines Sold in Last 12 Months

### **INCLUDES ALL PARTNER BENEFITS PLUS...**

- In-Field Sales Blitz Days
- Priority Case Handling
- Tier Recognition
- Quarterly Business Planning
- Co-Branded Marketing Materials

## **ELITE PARTNER**

500 Active Lines  
100 Lines Sold in Last 12 Months

### **INCLUDES ALL PREMIER PARTNER BENEFITS PLUS...**

- Top Tier Recognition
- Highest Priority Case Handling
- Free NFR / Demo Systems
- Quarterly Joint Marketing Plan
- Enhanced Leads Program

Call us at **800.477.1477** to sign up today.