

**On-board with RingCentral and
fast track your ramp to long-
term evergreen recurring
revenue**

RingCentral®

Westcon 

Empower your business on a global scale with the #1 cloud communications solution

RingCentral is a leading provider of global enterprise cloud communications and collaboration solutions. More flexible and cost-effective than legacy on-premises systems, RingCentral empowers today's mobile and distributed workforce to communicate, collaborate, and connect from anywhere, on any device. RingCentral's cloud pbx unifies voice, video conferencing, team messaging and collaboration, online fax and meetings, and integrated contact centre solutions. RingCentral's open platform integrates with leading business apps and enables customers to easily customise business workflows with APIs for voice, messaging, meetings, and fax.



A leader in the 2019 Gartner Magic Quadrant for unified Communications as a Service, Worldwide leadership





empowers today's
mobile and
distributed
workforces to
connect on any
device, anywhere,
at anytime.



Truly Unified Communications



RingCentral Office is the #1 cloud business communications system that unifies the way businesses of all sizes communicate, collaborate, and connect. Whether it's voice, fax, team messaging, audio conferencing, video conferencing, or collaboration tools- RingCentral Office connects your business on any device, anywhere.



The RingCentral App is a single, unified experience for all of RingCentral Office's communications and collaboration capabilities. This unified client brings all models of communication into one place, reducing the time users waste switching between apps and device endpoints.



Contact Centre transforms how you manage customer service. By providing actionable analytics tools, easy-to-use dashboards and omni-channel customer routing. Contact Centre empowers companies to improve the agent-customer relationship.



RingCentral Global Office eliminates geographical borders by offering a truly local solution throughout the world.

Recognised as a leading UCaaS solution by industry analysts.



5 UCaaS benefits you
may be missing out
on:

Minimize expenses

Keep your IT
organization nimble

Save valuable IT
resources

Stay safe and current
with automated
software updates

Empower your
employees

UCaaS - New ways of working

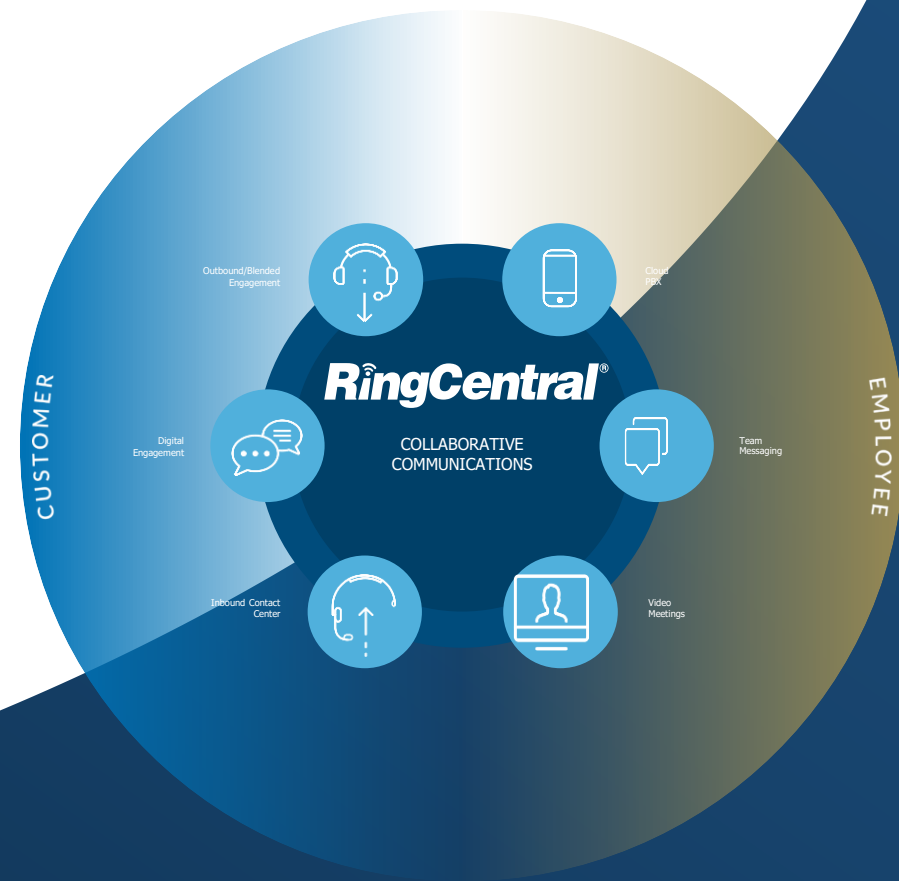
As things like flexible scheduling and remote working become more popular, the freedom to communicate on a range of devices while on-the-go is now a requirement for businesses and employees. Millennials may not even consider a job opportunity if it doesn't offer remote working.

UCaaS delivers this freedom and functionality, keeping remote workers connected and engaged, sharing knowledge and working together seamlessly on virtually any device, from almost any location. And when employees feel a part of the team, their motivation, productivity and loyalty increases.

About RingCentral & UCaaS market

RingCentral's unified communications as a service (UCaaS) solution scales globally, making it easy to administrate across countries from a single platform. With a robust set of open APIs, RingCentral enables businesses to seamlessly embed communications into custom or everyday business applications, improving workflow productivity.

Businesses worldwide rely on RingCentral to connect their workforces, build relationships with customers, share knowledge, and get work done



RingCentral by the Numbers

80%

of call Centre manager now seriously considering moving to the cloud.

RingCentral Contact Centre is tightly integrated with RingCentral Office and offers advanced functionality in a simple-to-use cloud call Centre solution.



86%

of enterprises say the most important driver for adopting cloud services was to enable flexibility to support a mobile workforce.



10.7b

Call and video minutes annually



Partners who are RingCentral certified increase earnings

4x more

than non-certified partners



60k+

Call Center agents



20k+

developer community

Companies with <1,000 employees are more likely to use cloud communications for contact centres.

60% <499 employees

33% <500 – 999 employees

employees

7% 10,000+ employees



EASY-TO-
SELL
LEADING
SOLUTION
INSPIRES
CONFIDENCE
IN YOUR
CUSTOMERS



BENEFITS OF PARTNERING WITH RINGCENTRAL

CHAMPIONING YOUR SUCCESS

Easy to transact,
simple to get
questions answered.



Dedicated Partner
Support Line
800-595-8110

98%

of partners ranked
RingCentral's partner support
as "exceeds expectations"
compared to competitors.

Top-notch training



Regional support



Monthly webinars



Regional training
events



RingCentral Partner
Program named a
CRN 5-STAR
PARTNER PROGRAM

CHANNEL HARMONY™: ONE TO INFINITY

SALES COLLABORATION WITH A SUBJECT-MATTER EXPERT

For **any** opportunity from one to infinity,
a RingCentral-dedicated subject-matter expert
will assist you in closing the deal or close the deal
entirely on your behalf.

100%

OF COMMISSION

LET US DO THE WORK FOR YOU

Signature program

Use our RingCentral Signature Channel
Account Manager to upsell your customers
and receive 100% of commission.

STATE-OF-THE-ART PARTNER PORTAL



The RingCentral
Partner Portal is
designed to be your
home-base interface
with RingCentral.



Effortlessly register
leads and access tools



Easy to use



Grab all of your sales
and marketing tools



Get certified

Partners who are
RingCentral certified
increase earnings

4X MORE

than non-certified
partners.



**Onboarding with RingCentral does not just open up
recurring revenues You unlock a secret sales force
ready to support you in the field**



No targets or
quotes

Training is optional
and done online at
your leisure.

Bring a deal to the
table from day one
as part of your
onboarding.



RingCentral & Westcon – Revolutionising the market place by empowering partners to “ramp to revenue” at speed & ease

1 Onboarding

Complete simple online click to onboard.

2 Business Planning

Work with RingCentral & Westcon to build long-term UCaaS business plan.
Walk through partner programme & sales tools
Explore all the marketing tools available at your fingertips via the RC partner portal

3 GTM selling

RingCentral & Westcon support you with sales activities like events, call out days
Westcon helps you pitch, demo and close new opportunities

4 Revenue

Westcon pay and manage commissions



Contact your Westcon
Account Manager for further
information.

About Westcon-Comstor

Westcon-Comstor is a value-added technology distributor of category-leading solutions in Security, Collaboration, Networking and Data Center. We are transforming the technology supply chain through our capabilities in Cloud, Services and Global Deployment.

Westcon-Comstor extends our partners' global reach while providing the local expertise needed to successfully navigate worldwide opportunities. We combine expert technical and market knowledge with industry leading partner enablement programs.