ZULTYS

The Zultys Partner Program



Why Partner With Zultys

At Zultys, we are dedicated to your success and to building a rewarding, enduring, and profitable partnership with you. Whether you become an Agent or a full-service Channel Partner, **you will strengthen your portfolio, satisfy your customers, and earn more money in multiple ways** with our stress-free Unified Communications and Integrated Contact Center selling experience.

Easier to Sell

You'll always receive fast quote turnaround times, next-day system turn-ups as needed, and highly secure instance-based deployments. You'll also **get paid a lot more for a lot longer with our incredibly low 0.7% churn rate**. We use the same software and programming for premise, virtual, and hosted deployments, so there's only one simple solution to learn for your sales and technical teams. Unlike much of our competition, we don't sell directly to our end users, so we don't ever compete with you for sales.

Our Partner Portal will be your go-to, comprehensive resource for your marketing and sales support. **Use our advanced quoting tool to create highly personalized proposals that allow you to give multi-location quotes for any deployment type across all your customers' office locations.** The Portal also includes co-branded flyers and brochures with your contact information, campaigns-in-a-box with readymade emails and social media posts, technical trainings, a microsite to add to your website, and more. The Portal will also allow you to process order paperwork and leverage analytics to boost your sales.

We're with you every step of the way, providing you with an experienced pre-sales support team, dedicated implementation engineers, a Partner enablement group, and a regional sales team committed to your success. We also offer aggressive base upgrade plans with pre-negotiated discounts to help you grow your revenue quickly.

> *Zultys is not only a great solution for end users, but also the sales, technical, and marketing support is unmatched!"*
>
> **—Tamara Gonzalez, VP Sales Marketing for TouchPoint Networks**

TouchPoint Networks

Easier to Use

Our single-pane-of-glass UI works easily for businesses of all kinds, from small offices to nationwide and even international enterprises. Choose a deployment that best suits your customers' business needs—whether that's cloud, on-premise, or Zultys' new Hardware as a Service (HaaS) option for those who prefer a subscription model for on-premise. Multiple variations of these deployments can also be combined to support redundancy and business continuity.

On average, as 80% of UC deals are for businesses transitioning from on-premise systems to cloud communications that can't lose any current capabilities, we've developed a **highly adaptive platform that works with any existing configuration** and actually enhances and improves line appearance functionality, advanced phone system scheduling, voicemail and fax escalation, internal and external paging, and legacy and analog compatibility.

Everyone benefits from our **industry-leading support with a highly advanced UC platform that works seamlessly across devices and a one-touch button for 100% onshore customer service with an average 16-second hold time.** Both the C-suite executives and IT leaders you serve will experience an immediate ROI with state-of-the-art communications they can always count on to accelerate business with 99.999% target reliability, geo-redundant data centers, multiple layers of security, flexible deployment options for effortless scaling, and a variety of one-click-to-connect features.

Everything works intuitively within **one highly integrated phone, video conference, messaging, and contact center platform that easily brings everyone together** and makes working from anywhere work better for everyone.

> *Zultys is a leading-edge and feature-rich platform coupled with a superior customer experience."*
>
> **—Paul Enloe, Founder & CEO of BrevAll**

BrevAll TECHNOLOGIES

ZULTYS

More Money in Your Pocket

Adding our stress-free UCaaS and CCaaS selling experience to your portfolio is going to make your bottom line rise significantly. At Zultys, we offer much better incentives than our competitors, including:

- **Lower taxes, cost recovery charges, and fees** for your customers to maximize your commissions
- **MRC and NRC service charges** plus other one-time and recurring fees for any deal
- **Commissions on hardware and usage fees,** whether it's rented or purchased
- **Up-to-8X SPIFFs** and other high-yielding add-ons that we can always pass-through to you
- **Once-in-a-lifetime vacation getaways** for top performers with our Circle of Excellence program

Sell the Way You Want

You can choose the best way for you and your company to sell Zultys by becoming an Agent or a full-service Channel Partner.

When you **become an Agent** for us, no certification is required, we will manage all of your customer installations and support, and you will earn your full commissions for the life of the customer. **We focus on making it easy and stress-free for both you and your customers,** and we will also fully support you working through multiple distribution models and technology service brokers (TSBs).

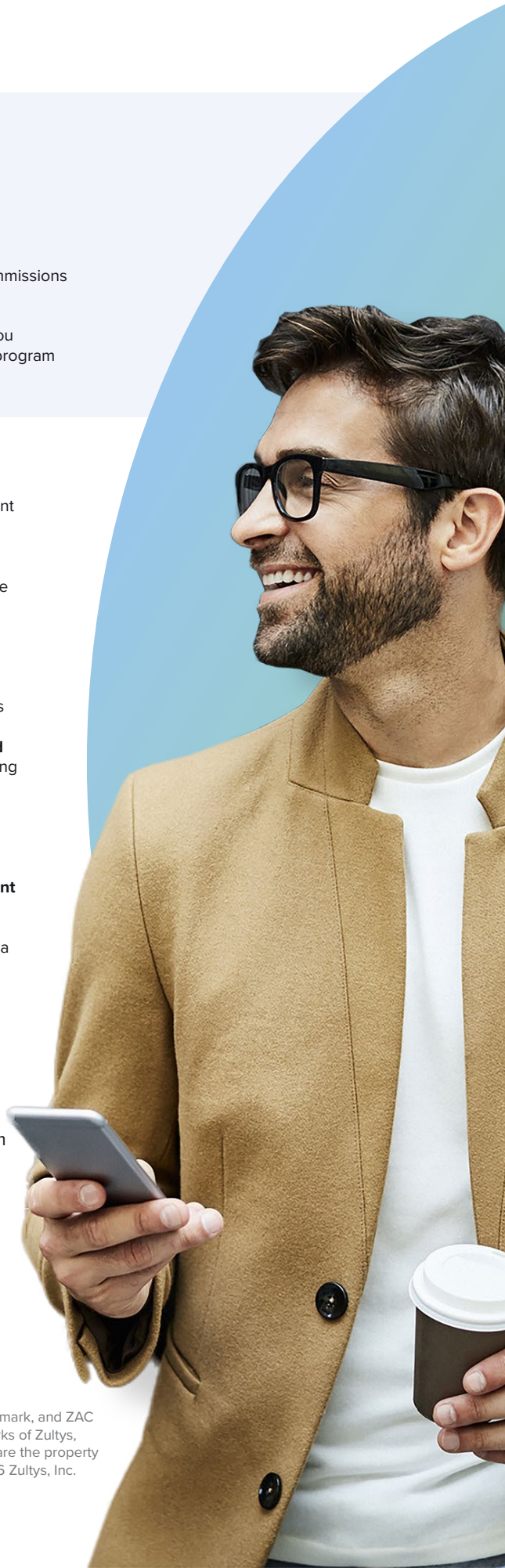
If you want to **be a full-service Channel Partner,** all aspects of the customer journey are managed and delivered by you, with the reassuring benefit of knowing that Zultys is always there to support you with anything you need. Our Zultys Certified System Expert (ZCSE) **training is designed to quickly empower our Partners with all the skills and tools needed to easily deliver our solutions optimized for your customers' satisfaction.** We'll cover billing and collections for you, but you'll be in the driver's seat as the primary customer contact as you earn 25% commission for the life of the customer along with all the other additional add-ons and incentives referenced above.

As our customer base has grown steadily over the years, we've identified several key markets that gravitate to and rely on our **flexible, secure, feature-rich, and HIPAA-complaint UCaaS and CCaaS offerings, including the healthcare, financial services, state and local education (SLED), and automotive industries.** So, if you service any of these verticals or want to break into these fast-growing markets, adding Zultys to your portfolio will give you a uniquely competitive sales advantage.

We're With You Every Step of the Way

Zultys is committed to providing our Partners with all the support and resources they need to earn more money in multiple ways with our award-winning solution and stress-free UC selling experience. We've developed our Partnership Program to be as simple and straightforward as possible and to ensure your partnership with us is as enjoyable, enduring, and rewarding as it is profitable.

Talk to your Regional Sales Manager today, or visit us at zultys.com/partner to get started.



ZULTYS.COM
785 Lucerne Drive
Sunnyvale, CA 94085
Tel: +1-888-985-8971

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