

# ZipDX

## PARTNER PROGRAM SUMMARY

### Premium Audio Conferencing with Wideband

*ZipDX™ conferencing service is the first service designed from the ground up to work with the full suite of Polycom HD Voice™ products. ZipDX has partnered with Polycom to leverage the power of HDVoice, allowing you to provide your customers with the world's most life-like, engaging conferencing experience.*

### Become a ZipDX Partner

The carrier-grade ZipDX platform and outstanding voice quality help you to promote Polycom's HD Voice solutions, improve your customer satisfaction and build new revenue streams.

### Partner Benefits

As a ZipDX Partner you can benefit from a conferencing expert that offers premium audio conferencing services to meet the business communication needs of your customers. Grow your revenue potential by leveraging ZipDX conferencing services. ZipDX's Partner program provides the tools and support necessary to sell conferencing solutions successfully.

We have designed benefits specifically for Partners, which include:

- ZipDX advanced platform leveraging the potential of HDVoice
- ZipDX demonstration and evaluation access kit at no cost
- Easy sales and product training guide
- Competitive pricing to meet the needs of small and medium enterprise
- No monthly sales minimums or quotas
- No program fee or other financial investments required
- Simple referral model and significant commissions
- ZipDX partners earn referral fees of up to 25 percent

### Leverage The Power of HD Voice

The benefits of Polycom HD Voice™ matter the most in critical, collaborative applications like teleconferencing:

- Improve comprehension and productivity by providing natural, free-flowing conversations with vibrant life-like quality
- Experience all the nuances of speech and audio sources remotely, with the widest acoustical range
- Know who is speaking with the clear separation of multiple voices and a sense of spatial presence
- Capture every sound in the room without huddling around a microphone and hear from any location in the room
- Twice the clarity of ordinary phone calls for life-like, vibrant conversations
- Hear every word without repeating
- Enable remote collaboration with vibrant, life-like voice quality

## ZipDX

### Conferencing Features

- Full support for endpoints with Polycom HD Voice technology
- Access via PSTN & VoIP
- Toll-free access from the USA & Canada
- International Dial-in from cities around the world, including London, Paris, Mexico City, Tokyo, and Sydney
- Dial OUT to participants at any phone in the world (extra charge for calls to some mobiles and to selected high-cost countries)
- Unmatched security via E-mail based invitation
- Real-time dashboard for browser-based display and control of every conference
- No Limit on conference IDs or conference calls
- PC Soft-Client available (use with headset or Polycom C100 for wideband access via PC)
- Convenience and quality in Reservation-less or pre-scheduled conferences
- On-line call logs and flexible reporting
- Instant call summaries via E-mail
- Money-back guarantee if calls don't sound perfect or don't start on time
- Convenient monthly credit-card billing
- No other fees or surcharges
- ZipDX Direct feature allows stand-alone Polycom endpoints (without IP-PBX access) to make and receive HDVoice calls, as well as to originate PSTN calls

## ZipDX Pricing

Our pricing is designed to deliver the best value to customers with serious audio collaboration requirements demanding the finest conferencing experience, and eager to escape the frustration of other providers. We are not the cheapest service; users with very basic needs or indifference to quality and ease-of-use will do better elsewhere.

**Our Basic Service is 10 (US) cents per minute per participant**, which includes:

- Toll-Free dial-in to ZipDX from anywhere in the United States and Canada
- International dial-in access via local numbers in numerous International cities
- Dial out from ZipDX to anywhere in the United States, Canada, China, and Singapore; plus landlines in the United Kingdom, Australia, Russia, Spain, Sweden, Denmark, Germany, France, Poland, Italy, Israel, Norway, Argentina, Japan and many others
- In-bound and Out-bound access via VoIP/SIP
- The full complement of ZipDX features, including Wideband and Dashboard

Our dial-out surcharges to phones not included above are very modest.

**Taxes are INCLUDED and there are no surcharges or fees.**

When comparing rates, please evaluate the total cost for a representative sample of calls.

- Many services charge huge premiums for non-US calls (like 70 cents/min from Canada)
- Some services do not offer toll-free (to the caller) US & Canada dial-in
- Some have huge “taxes” and “surcharges” (as much as 17%) on top of basic fees

ZipDX services are Post-Paid and billed directly by us. Customers receive a monthly electronic invoice with charges automatically billed to their credit card or bank account.

We guarantee the quality of calls, and even offer refunds if calls don’t start on time.

ZipDX partners are authorized to offer enhanced pricing to customers meeting certain requirements.

## ZipDX Partner Compensation

Our program is designed to reward you for referring high-value customers, and for getting them up and running on ZipDX quickly. For each new customer, we pay 25% of the first 3 months’ call charges, and 5% thereafter. ZipDX customers typically bill \$300 to \$3,000 per month. The chart below shows how your payments would accrue adding three new customers every month, with each billing \$800/month:

	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<b># Of New Customers</b>	1	2	3	3	3	3	3	3	3
<b>Billings in 3-month Window</b>	\$800	\$2,400	\$4,800	\$6,400	\$7,200	\$7,200	\$7,200	\$7,200	\$7,200
<b>Billings beyond Window</b>				\$800	\$2,400	\$4,800	\$7,200	\$9,600	\$12,000
<b>Total Comp</b>	\$200	\$600	\$1,200	\$1640	\$1,920	\$2,040	\$2,160	\$2,280	\$2,400

In this example, your cumulative earnings over 9 months would be \$14,440.

You’ll be paid quarterly, based on when ZipDX receives payment from customers. You can sign up, manage, and review your details anytime at the ZipDX Partner Intranet.

## ZipDX

### Partner Enrollment:

ZipDX is actively recruiting Referral partners. Access our Partner Application at [partners.zipdx.com](http://partners.zipdx.com).

If you are already a Polycom reseller, we’re probably a good match.

Once you’re enrolled in the ZipDX Partner Program, you can register your customers by entering their E-mail addresses at the Web site.

After a customer signs up with ZipDX, you can track their usage, and your earnings, on the Web. Payments to you are made via direct deposit within 30 days of receipt of end-user funds.

Full terms and conditions are covered in the ZipDX Referral Partner Agreement (available at the Web site).

Remember, ZipDX partners get access to our Marketing Kit, which includes the best tools around for showing off HDVoice and the other unique attributes of the Polycom audio family.

We’re anxious to get to know you, and to learn how we can better meet your needs.

Contact us at:

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