

Referral Partner Programs

for B2B Sales Reps

Clients Count on You to be Connected

Meet the unique needs of your customers while concentrating on your core business.

Your customers, whether large or small, would likely benefit from a new IP Phone System from DiscountCall. Since 1997, many B2B Sales Reps have discovered the value of DiscountCall's unique approach to phone systems while winning client business and generating more customer referrals.

Our partner programs empower B2B Sales Reps to expand their brand and earnings potential. Our partners continue to focus on their core business and earn additional revenue by providing their customers with a company they can trust.

There are two program levels: Select and Authorized. Developed to support varying business models, each category has specific requirements and benefits.

Select Referral Partner

As a Select Referral Partner, you will identify leads and facilitate customer/decision-maker introductions to a DiscountCall Account Executive (AE). The DiscountCall AE will take the lead in the sales process, with your support, to close the business. This level requires Partners to have strong relationships with the clients they refer.

Authorized Referral Partner

As an Authorized Referral Partner, you will identify sales opportunities through DiscountCall's lead registration process and a DiscountCall Account Executive takes it from there. Designed for the professional who occasionally encounters a company in need of a Phone System. If the opportunity results in business for DiscountCall, you will receive a referral commission.

Featured Products

IP Phone

- Systems
- IP & Digital Phones
- Softphones
- CTI Applications
- Maintenance Agreements

Structured Cabling

- Cat 5e/6/7
- Fiber Optic Cabling
- Overhead Paging

Voice & Internet Services

- Integrated T1 (voice/pri/data)
- Bonded T1's (voice/pri/data)
- Ethernet Bandwidth
- MPLS Networking