

Referral Partner Programs

for Telecom Account Executives

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 Telecom Account Executives have discovered the value of DiscountCall's unique approach to phone systems while winning client business.

Our strategic programs empower Telecom Account Executives 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 three program levels: Premier, Select, and Authorized. Developed to support varying business models, each category has specific requirements and benefits.

Premier Referral Partner

Participation in this elite level is by invitation only. Premier Referral Partners are strategically aligned with a DiscountCall Account Executive to develop joint account plans and co-sell DiscountCall products and services. This level requires Partners to have strong relationships with the clients they refer, in addition to, extensive knowledge or previous experience selling phone systems.

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