

Referral Partner Programs

for IT Consultants

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 IT Consultants have discovered the value of DiscountCall's unique approach to phone system sales and behind the scenes carrier support for their clients.

Our programs empower IT Consultants to expand their service offerings 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.

Select Referral Partner

As a Select Referral Partner, you'll 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.

Authorized Referral Partner

Authorized Referral Partners 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 companies in search of a Phone System vendor. If the opportunity results in business for DiscountCall, you'll 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