

3CX Cloud

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Agenda

- Spitfire's 3CX Cloud overview
- 3CX management options
- 3CX Solution Provider
- Spitfire's 3CX network design





3CX Cloud Overview

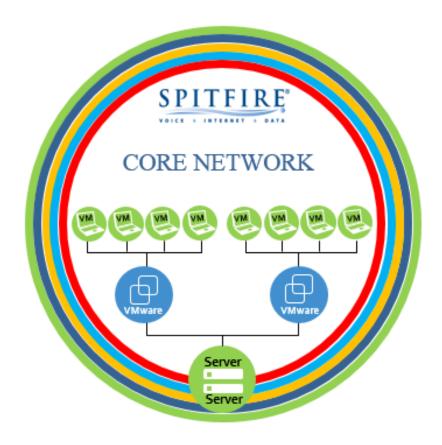
- Software based PBX, Cloud PBX
- Linux or Windows (Retell)
- Wide range of features / integration





3CX Cloud Overview

- Licence driven PBX Std, Pro, Ent
- Simultaneous calls
 4, 8, 16, 24 1094
- Separate operating system







3CX Cloud Overview

Largest London Based UK Reseller



Largest London Based 3CX Solution Provider







3CX Overview – Key Features



Call Recording



Call Reporting



FTP Storage



Web Conferencing

A full feature list is included in your handout





3CX Cloud Overview – Target Market



Financial Services



Recruitment



UC Business Model

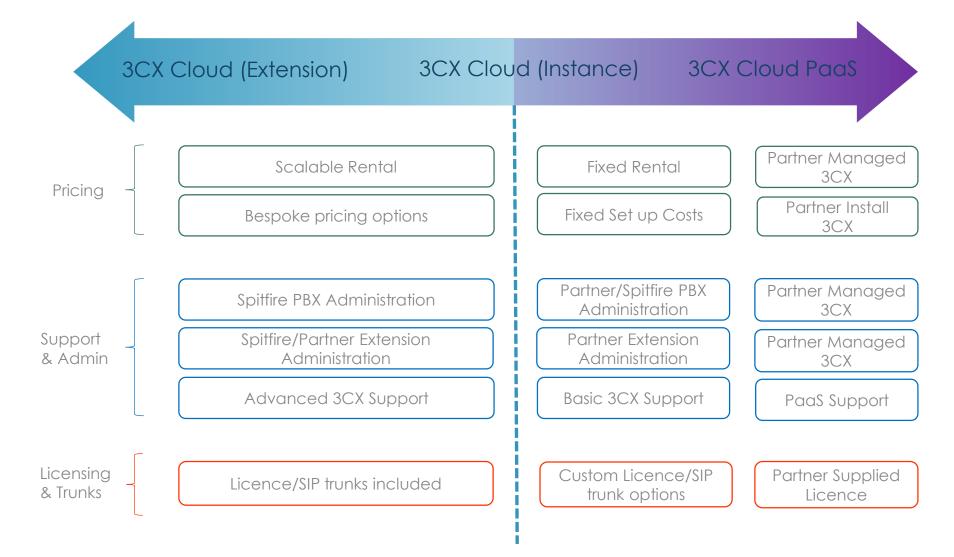


CRM Integration





3CX Cloud Overview - Management





3CX Solution Provider

What does this mean?

- Purchase licences through Spitfire
- Single point of order
- Build accreditation points and get discounts







3CX Solution Provider

Why do 3CX want us as a Solution Provider?

- Not anyone can be a 3CX Solution Provider
- They want to focus on software application







3CX Cloud Overview - Management

3CX Cloud (Extension) 3CX Cloud (Instance) 3CX Cloud PaaS Partner Managed Scalable Rental **Fixed Rental** 3CX Pricing Partner Install Fixed Set up Costs Bespoke pricing options 3CX Partner/Spitfire PBX Partner Managed **Spitfire PBX Administration** Administration 3CX **Spitfire/Partner Extension** Support Partner Extension Partner Managed Administration Administration & Admin 3CX **Advanced 3CX Support Basic 3CX Support Paas Support** Licensina **Custom Licence/SIP** Partner Supplied Licence/SIP trunks included & Trunks trunk options Licence



So what have you seen so far...?

- Deployment
- Key features and target market
- Flexibility







Takeaway Points

- Feature's suit majority of businesses
- Flexibility in your control and management
- Always deliver 3CX Cloud on a platform designed for voice

