

Voice Carrier NEWS RELEASE

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Voice Carrier Introduces the Most Aggressive Partner Commission Program in the Telecom Industry Today

SAN JOSE, CALIFORNIA – June 12, 2012 –Voice Carrier, a Silicon Valley innovator in business communications systems and service, announced today its new partner program to authorize and certify telephony system VARs and other business telecommunications solutions providers to sell its award-winning telephony solutions. Through the Voice Carrier partner program, solution providers and resellers can configure and deploy industry-specific and purpose-built business telephone and unified communications systems and service based on Voice Carrier's enterprise-grade, cloud-based telephone platform architecture. The new Voice Carrier partner program is based on Voice Carrier's proven products, which have received Internet Telephony's Product of the Year Award for five consecutive years.

"We designed our new partner program from the ground up to empower telephony resellers to transform their customers' existing business phone service costs and infrastructures with our unique pricing model and highly scalable, hybrid on-premises/cloud business telephony platform architecture," said Voice Carrier President and CEO Gary J. Johnson. "Voice Carrier's partners can deliver their customers dramatic reductions in business communications equipment, ongoing operations and maintenance costs. Our partners can now offer their customers breakthrough VoIP reliability and voice quality, along with across-the-board improvements in performance and additional new features using Voice Carrier's cloud-based communications architecture."

Voice Carrier's innovative business telecommunications solutions program enables resellers and solutions providers to leverage the company's unique "unlimited extension" pricing model, which is based on "concurrent calling" rather than the conventional model that charges for every line and/or extension. Business customers can now harness the advantages of cloud-based communications for the lowest possible cost of acquisition and operation.

"We have worked extremely closely with Voice Carrier since signing on as a partner," said Tel-One Communications President John Di Caterino, "The key element to our joint success is the one-on-one relationship we have established between our organizations that is extremely customer driven. Our Voice Carrier representative has been very professional, helped us close many deals and has been proactive in solving any customer support issues. We are ecstatic with our decision to partner with Voice Carrier."

Voice Carrier's partner program targets an exclusive group of qualified and experienced business phone system resellers, telecom VARs, and unified communications solutions providers that serve businesses of every size and type across SOHO, SMB, departmental enterprise, and multi-site franchises, including hospitality, retail, call centers, automotive and insurance industries.

The Voice Carrier partner program empowers, equips and trains qualified partners to profit today, along with anticipating and meeting customers' needs as their organizations and telephony requirements grow. The partner program has garnered strong interest because of the dramatic real cost savings made possible by the cloud, and for the partners to harvest "evergreen" monthly commissions on the monthly phone service. Committed partners can expect to collaborate with a 100-percent partner-driven vendor to:

Earn 25% recurring "evergreen" commission on the phone service for as long as the customer remains as a Voice Carrier customer. Become a long-term hero to customers by reducing their business phone bills by 40 to 60 percent, while maintaining their current PBX/phone infrastructure and preserving your existing vendor relationships. Entice customers with End of Life telephony products installed to evaluate Voice Carrier's hosted or onsite PBX solutions.

"Voice Carrier empowers our partners to protect and farm their existing customer base, venture into new markets and create a new revenue stream," said Voice Carrier Vice President of Worldwide Sales Rick Green, chief promoter and champion of the new partner program. "Our new partner program is designed to reduce or eliminate the risk and operational hassles conventionally associated with working with a new supplier partner."

For more information, please visit www.voicecarrier.com.

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