IXICA offers programs to help you become a telecom service provider, reseller or an authorized sales agent.

Our programs are designed for any business or individual, in most cases without any capital costs, minimum sales commitments or minimum billing.

WHOLESALE
Our wholesale platform is designed for current and prospective telecom service providers who operate or plan to operate their own switch (SBC). For more information on wholesale, please refer to our wholesale guide at https://wholesale.ixica.com

RESALE
IXICA offers a resale program with rates of 50% or less of our retail rates, enabling you to compete effectively. Already have a billing platform or plan to establish one? IXICA's resale program can enable you to provide additional services to your clients. (page 3)

REFERRAL
Become an authorized sales agent of IXICA and earn 10-25% monthly recurring commissions on all sales you bring in. Designed to work for any individual or business, get started today. No experience or knowledge of products and services required! (page 5)

RESALE PROGRAM

RESALE PROGRAM

Who are some of our current Resellers?

PBX VENDORS	PBX RESELLERS	TELECOM SERVICE PROVIDERS	NETWORK SOLUTIONS PROVIDERS
MANAGED IT SERVICES	WIRELESS ACCESS PROVIDERS	FIBER & DATA PROVIDERS	RESELLERS OF OFFICE SYSTEMS

WHAT WE PROVIDE

full sales support

second level technical support

detailed billing for each SIP account

all voice & fiber services available

portal for ordering and managing services

competitive rate card

customized quotes & rates for tough sales

WHAT YOU PROVIDE

customers who are current or prospective SIP trunking utilizers

first level technical support

rebill your clients based on your own rates

market and advertise services to your clients

no pbx or switch required

your own network not required

How does it work?

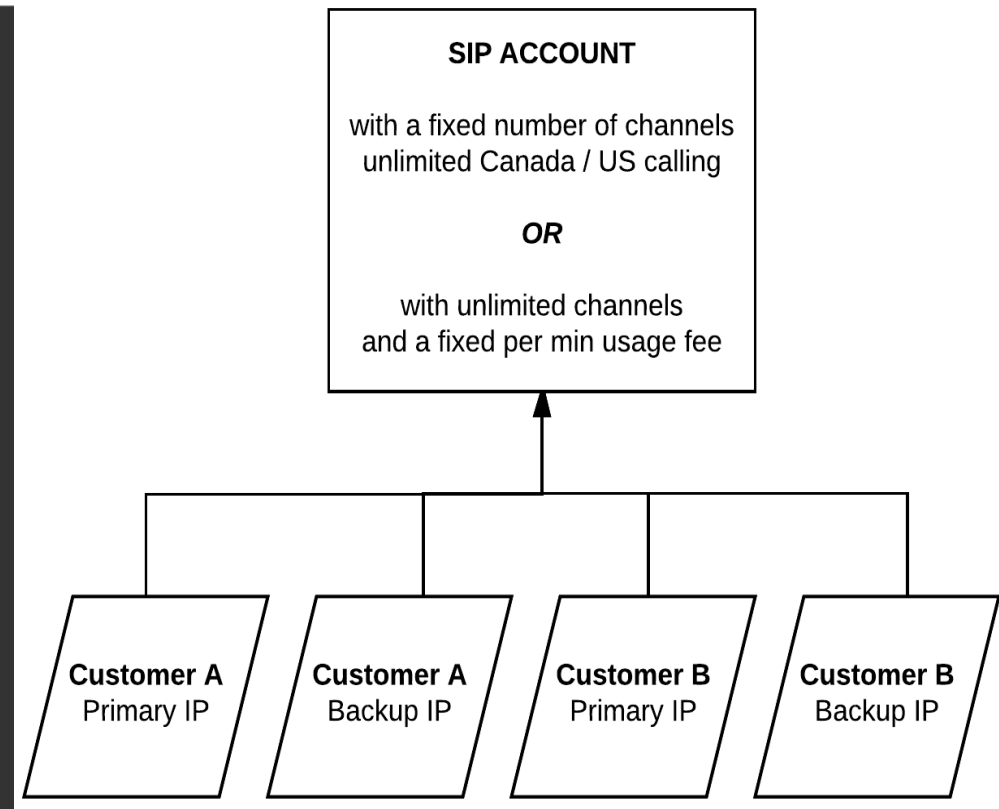*There are several options for resellers, designed to maximize your profits as well as ensure flexibility and versatility.*

SOLUTION 1

"A single SIP account is shared by multiple clients"

Account can either consist of a fixed number of channels with unlimited calling or unlimited channels with a fixed per minute usage charge

Each client sharing this account must have at least one static IP address. Clients can also have a second IP address for a backup PBX or site

A single bill will show all services (DID's, Channels, E911, etc) active on SIP account.

SIP ACCOUNT

with a fixed number of channels
unlimited Canada / US calling

OR

with unlimited channels
and a fixed per min usage fee

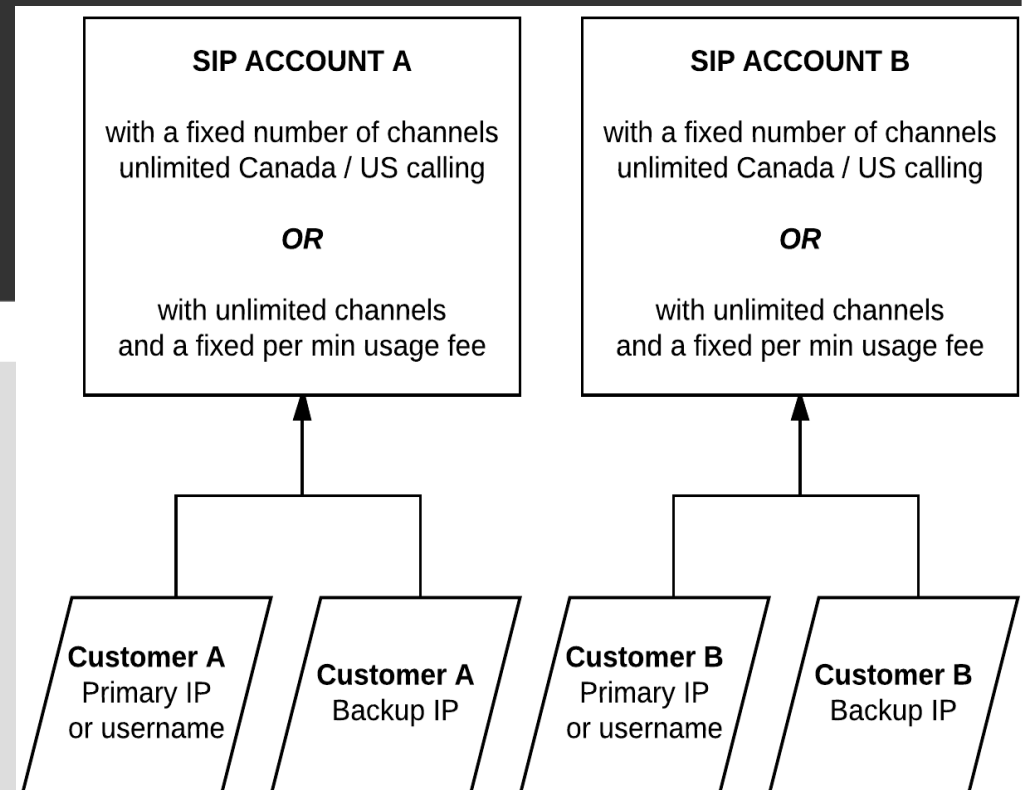| Customer A	Customer A	Customer B	Customer B
Primary IP	Backup IP	Primary IP	Backup IP

SOLUTION 2

"Individual SIP *account for each client*"

A dedicated account for each customer enables username / password based authentication.

Account may consist of a fixed number of unlimited channels or a metered trunk with unlimited channels and a per minute charge for inbound and outbound calls

Each account will be individually billed, showing all services active under that account.

"*All SIP Trunking plans with IXICA are non-geographic, which means you can have Local DID's from any Canadian, US or international rate center as well as Toll Free numbers share a single set of channels*"

SIP ACCOUNT A

with a fixed number of channels
unlimited Canada / US calling

OR

with unlimited channels
and a fixed per min usage fee

SIP ACCOUNT B

with a fixed number of channels
unlimited Canada / US calling

OR

with unlimited channels
and a fixed per min usage fee

Customer A
Primary IP
or username

Customer A
Backup IP

Customer B
Primary IP
or username

Customer B
Backup IP

A comparison between Solutions

SOLUTION 1	SOLUTION 2
Pros	Pros
Maximizes channel capacity, enabling you to sell at a much lower ratio.	Ability to use username / password for authentication
Single bill to manage for all your clients	Separate bill for each client
Cons	IXICA can provide custom pricing for each SIP account to give you a cutting edge with competition
Sharing is not possible with clients who need username / password authentication	Cons
Bills will not show usage or services by end user (client)	Channel ratio is 1:1, meaning if you sell 10 channels to your client, you will likely need 10 channels dedicated
Custom pricing by customer is not available.	

Our goal is to ensure you do not loose to Competition
If you currently resell the services of another provider,
talk to us – we can make it better for you!

FAQ

Can you have a combination of solutions?
Most certainly. You can have as many SIP accounts with different configurations as needed, and assign customers to the one that best suits your needs.

As an example, you could have a SIP Account with 10 unlimited channels, and another one with unlimited channels and pay per use billing. You can then add clients to the account that best suits the sales scenario.

In addition you can have SIP accounts dedicated for a specific client (Solution 2).

On a Shared Account, how does inbound & outbound calling work?
Each time you order a new number (DID) or process a port request (LNP), you will be able to specify which IP set that DID should be terminated to. This also applies to Toll Free numbers as well as international numbers.

Outbound callerID will be set on the client's end PBX or by IP Trunk. Outbound callerID can be an inbound number or any other number of your choice – even numbers with different carriers.

What about 911?
It is a requirement that all outbound callerID's are listed for e911 response. A listing for each inbound DID is not required. However a listing for all outbound callerID's is required.

Again, this can be any callerID, even numbers that are not with IXICA.

REFERRAL PROGRAM

Simple program
for anyone
to benefit from

Hardware resellers

IT consultants

Wiring technicians

Consultants

Sales agents

Get on board today with IXICA and start earning Monthly recurring commissions on sales you could do with ease;

no specific experience needed

perfectly designed for individuals or businesses with Access to clients

10-25% monthly recurring commissions paid on all sales

commissions grow as clients buy more services

no minimum sales required to remain an authorized sales agent

non-exclusive which means you are free to work with other service providers as well

all services & support provided by IXICA directly to client

full sales support for all referral agents
(pricing, product information, etc)

flexible quotes to ensure your sales pitch succeeds

How to get in touch with us...

by phone
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by email
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online
www.ixica.com