

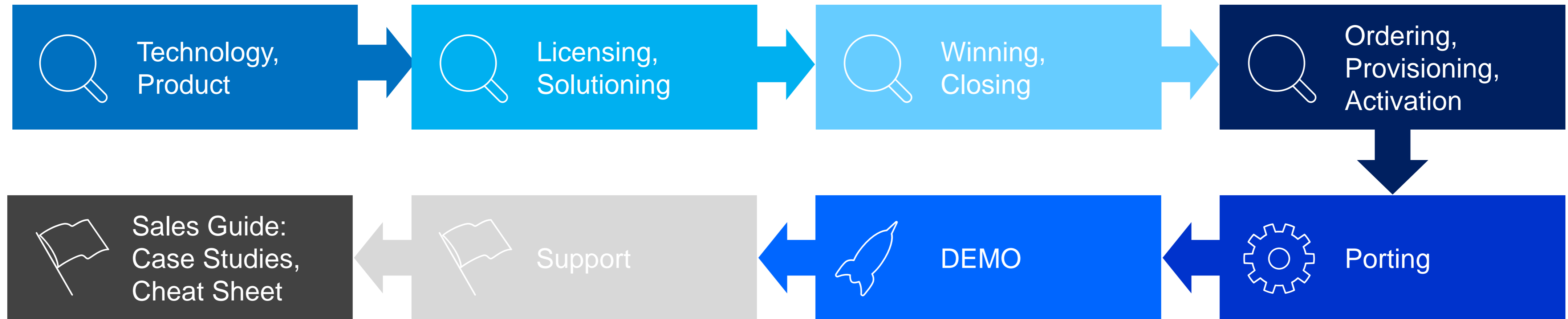


eComFax® Partner Enablement Training



Today's Agenda

Training Content



Delivered to you by Cloud Worldwide Services

Technology & Product

eComFax®

Fax Industry

Before...

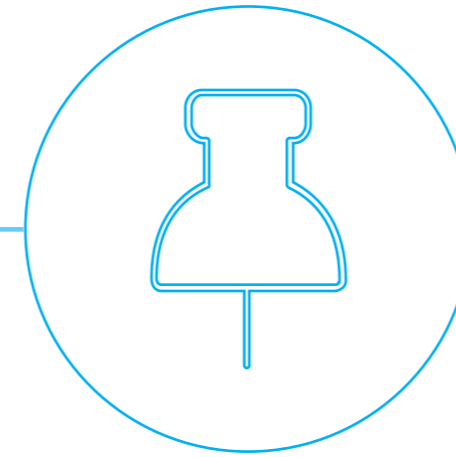
First commercial usage
(Giovanni Caselli).

1865

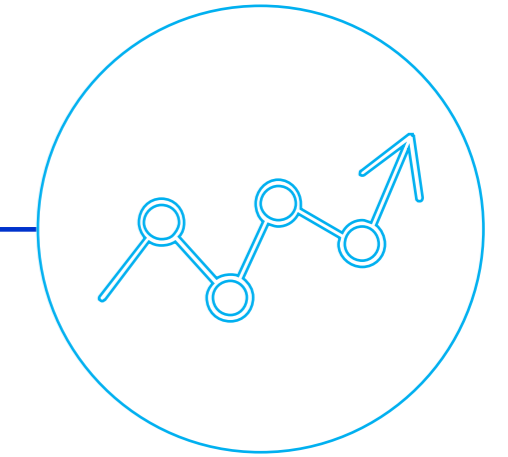


First commercial fax machine
(Xerox)

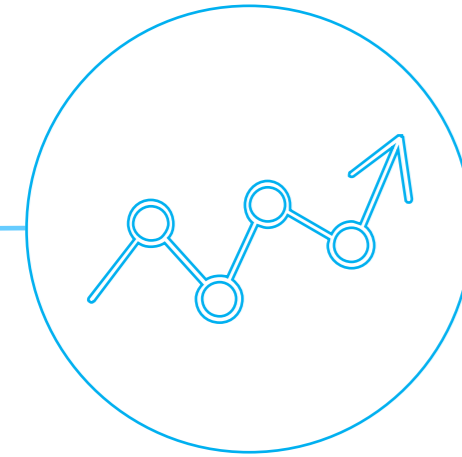
1964



Now?



1846



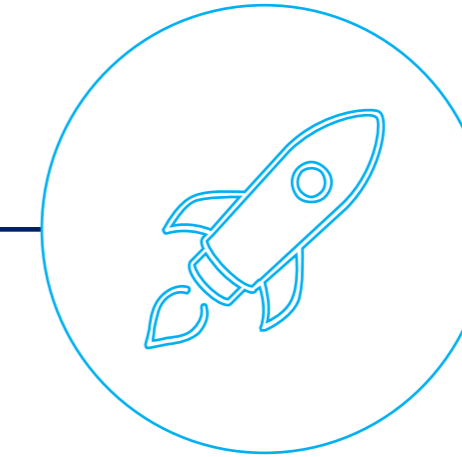
First attempts of graphic signs
reproduction (Alexander Bain)

1870



Invention of the telephone
(Antonio Meucci).

1970s



Fax market takes off globally.

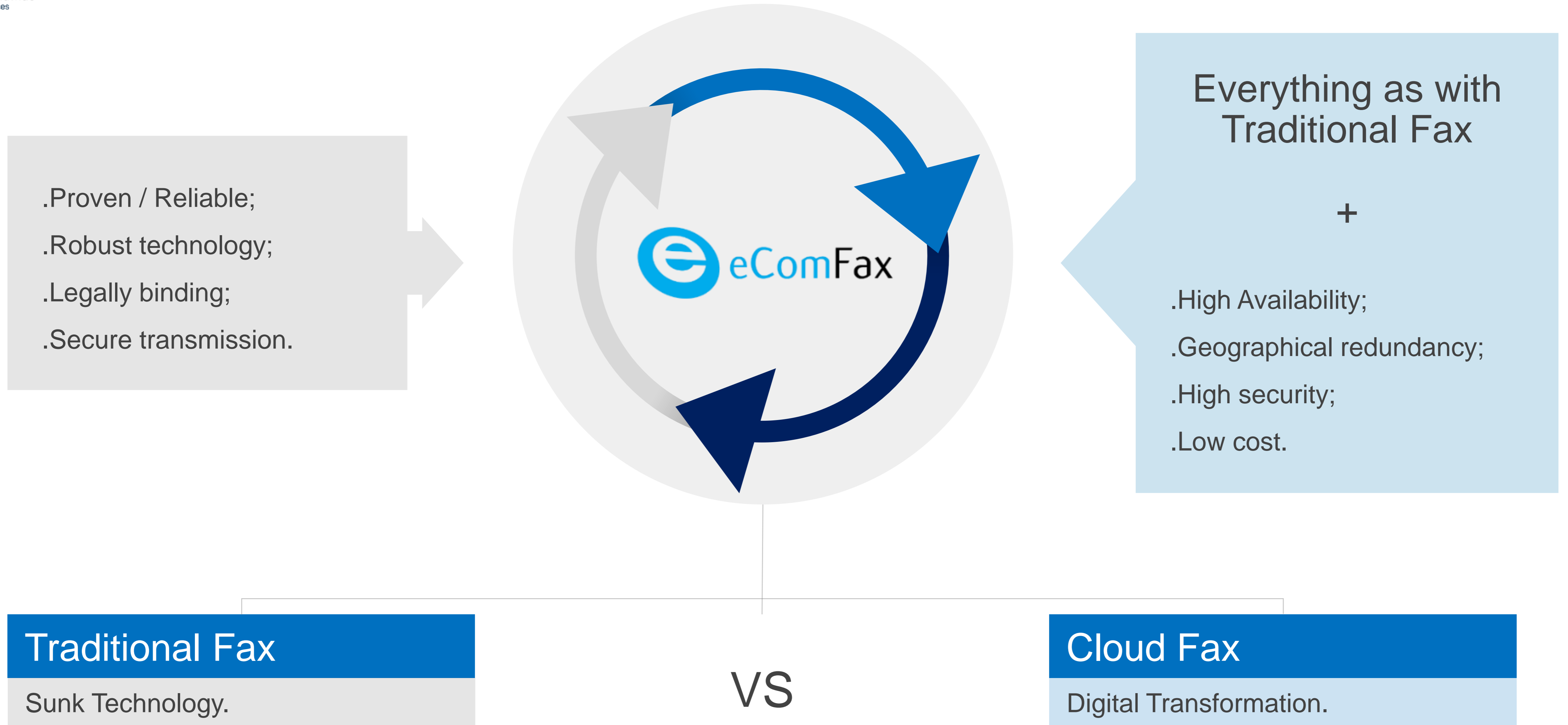
Fax Industry

...Now



Fax a Chameleon Technology?

- Adaptability;
- Digital transformation;
- Cloud Technology.



Fax as a...

...Cloud Service



Welcome to New International Fax Network

Move Fax to the cloud and start saving

eComFax

Cloud Fax and SMS Service

SaaS

Any Device



Anywhere



Pay-as-you-use

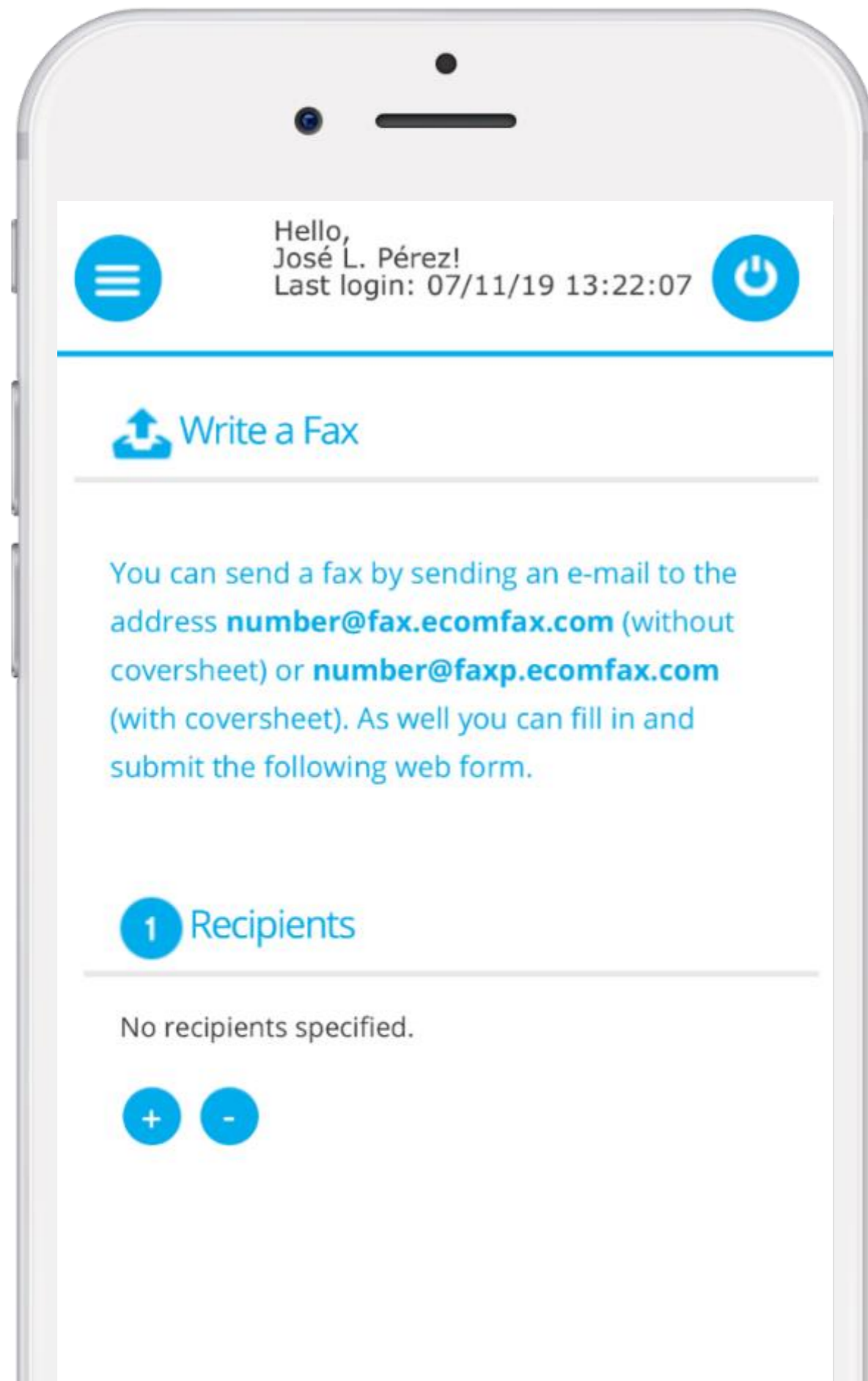


Scale Up & Down

- Send/Receive Fax/SMS to/from anywhere in the world using any device without the need of any program, software, or client provisioning.



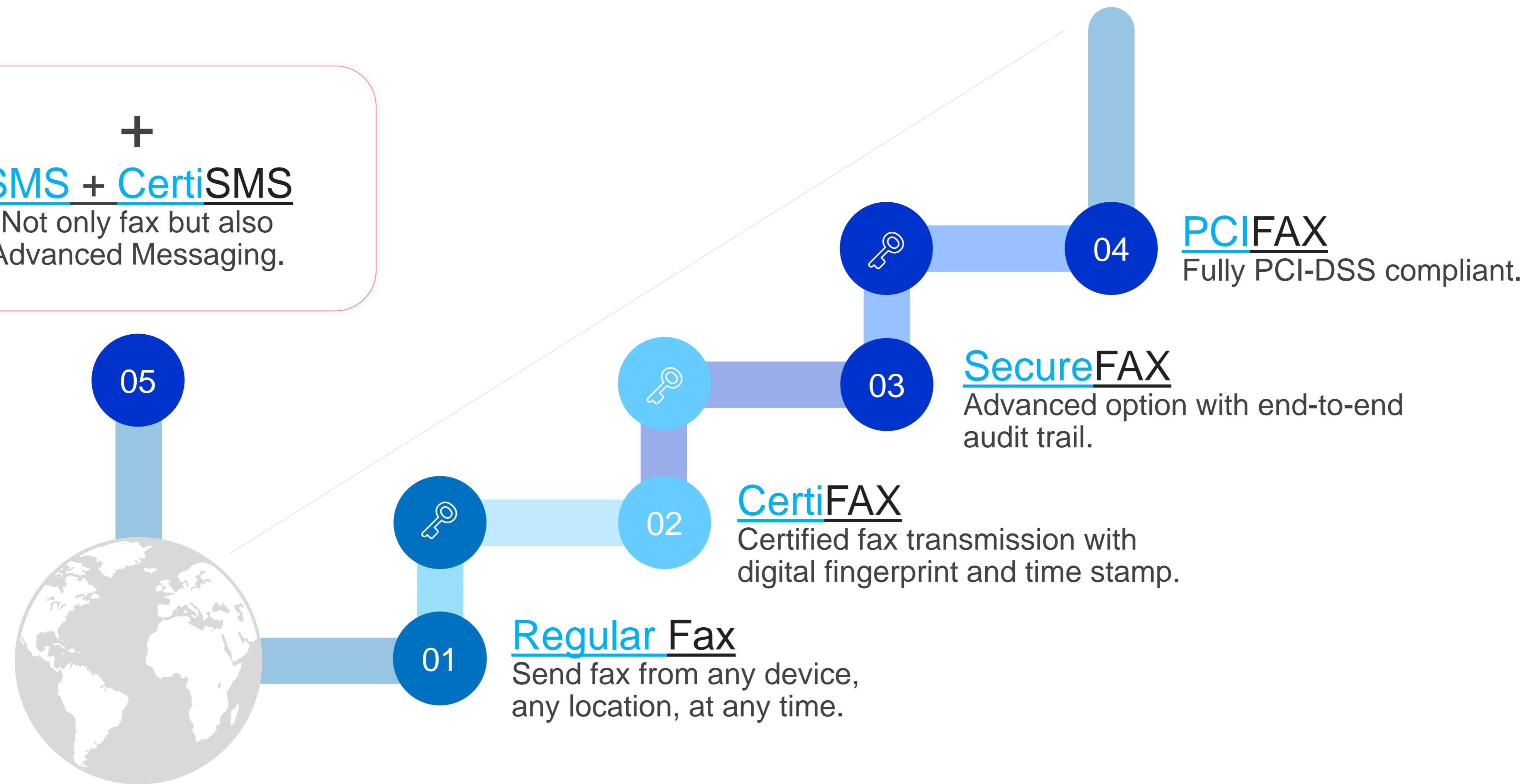
“Cut the Analog Cord”



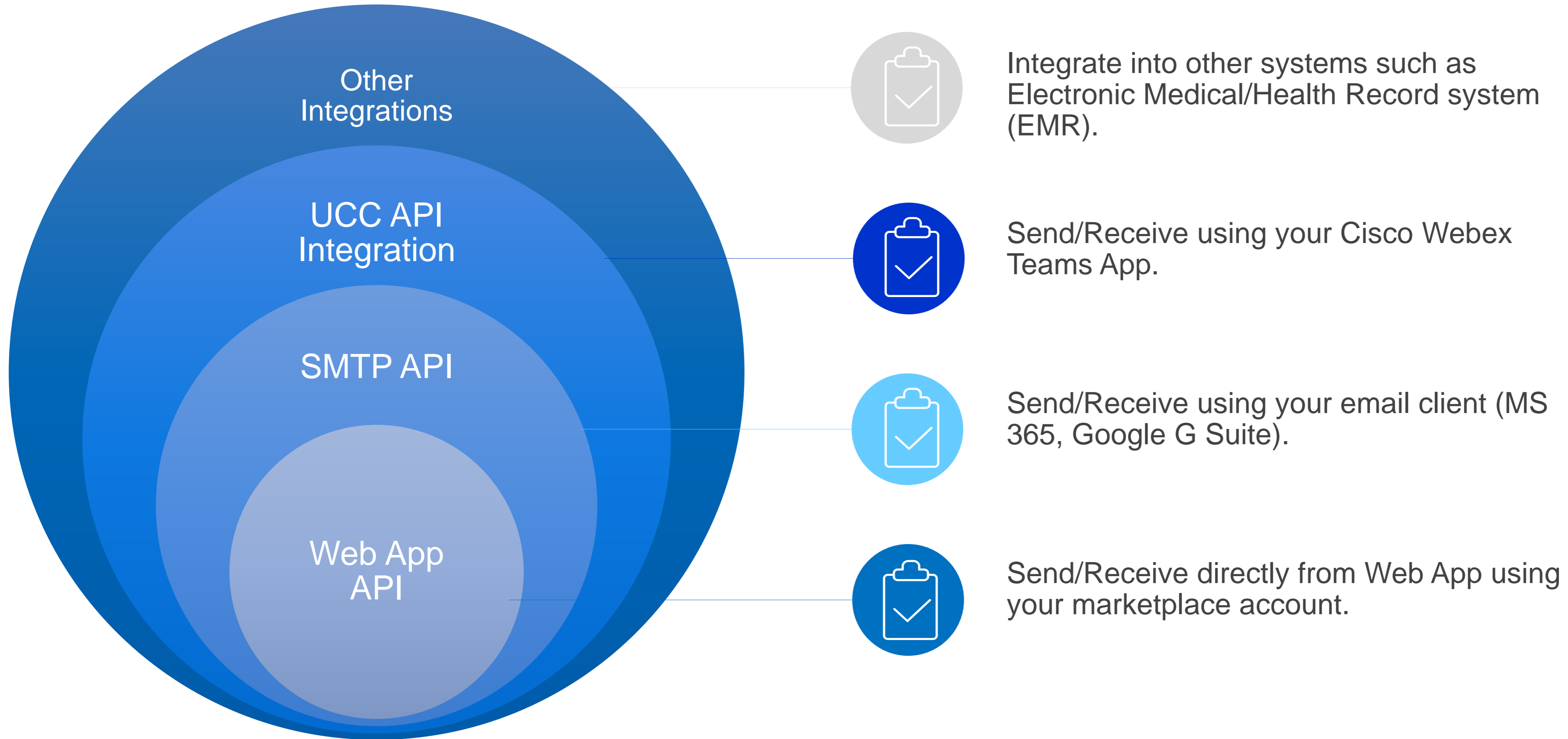
Sending Options

...

+
SMS + CertiSMS
Not only fax but also
Advanced Messaging.




Service Usage



Web App



Hello,
Dragon Simic
Last login: 10/09/20 18:04:18 

 Home

 New Fax

 New SMS

 Message List

 Configuration

 Privacy

 **Write a Fax**
Specify the recipients, add a cover sheet and upload attachments.

1 Recipients

No recipients specified.



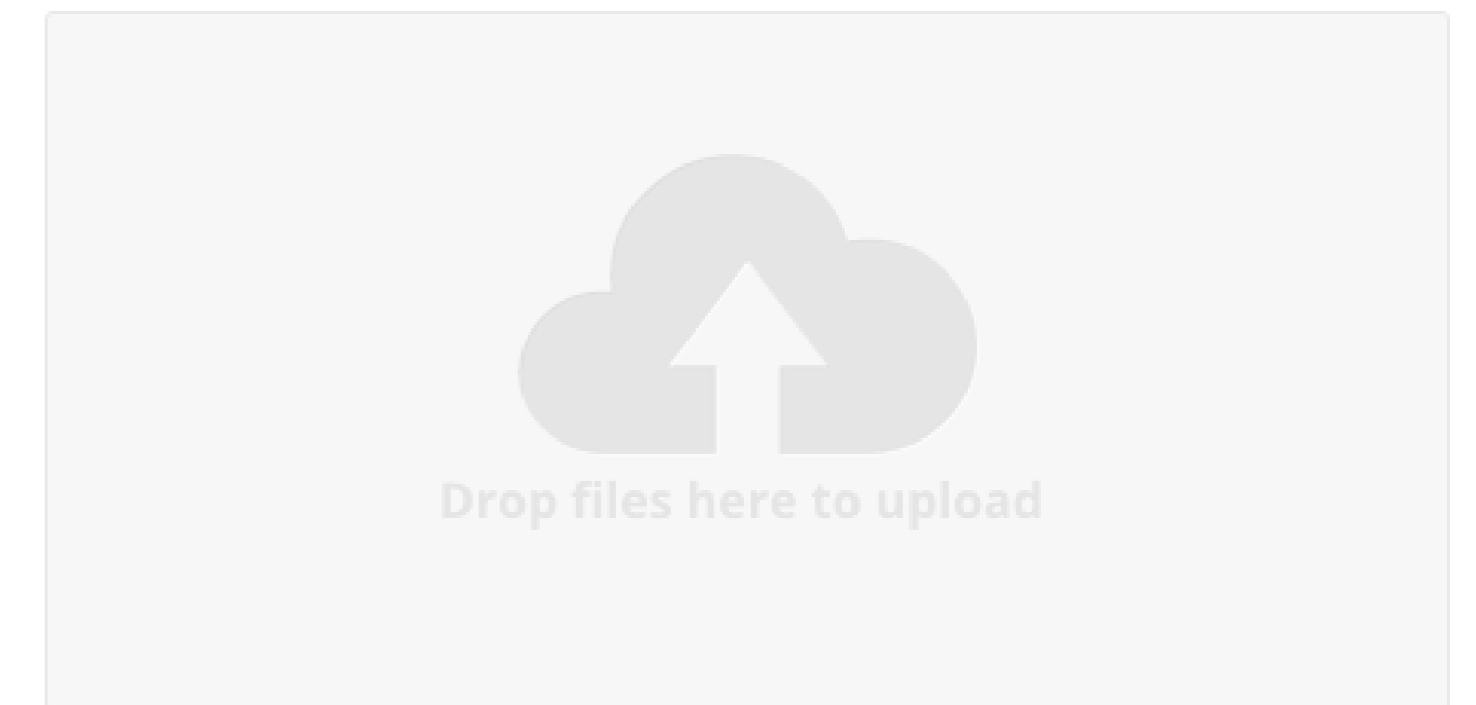
2 Fax Data

Use Cover

Cover Notes

3 Upload Files

Drag'n'drop files to this zone or click into.



Max. 10Mb

Send Fax

Email Client




Test Cover Notes - OK

 eComFax Pro <ecomfaxpro@ecomfax.com>
To:   dsimic@comunicare.com;  dsimic2@cloudworldwide.com

 (F)2E3996484C65449B9402F395B7D33742.tif
17 KB

Incoming fax from 34911232783

 eComFax Pro <ecomfaxpro@ecomfax.com>
To:   Dragon Simic;  dsimic@comunicare.com;  dsimic2@cloudworldwide.com

 E5FA8TR5517T33IPFUV3L1S5T8.pdf
8 KB



Result:
Fax successfully sent

Status:
OK

Details:

Job Id: (F)2E3996484C65449B9402F395B7D33742

Date: 10/9/2020 4:04:53 PM (GMT+0200)

Job Type: Fax

Recipient: 34911232783

Owner: dsimic@comunicare.com

Remote Id: eComFax

Pages: 1

Duration: 31 seconds

Remaining credits: 325.00

Tip: Some attachments cannot be converted to fax image (i.e. password-protected documents, those containing macros, etc.).



Incoming fax from 34911232783

Check the e-mail attachment.

Details:

Job Id: (F)E5FA8TR5517T33IPFUV3L1S5T8

Date: 10/9/2020 6:05:05 PM (GMT+0200)

Remote Id:

ANI: anonymous

Recipient: 34911232783

Owner: dsimic@comunicare.com

Pages: 1

Duration: 26 seconds

Remaining credits: 326.25

Tip: Transmission notifications and incoming faxes will be delivered to all e-mail addresses of an account.

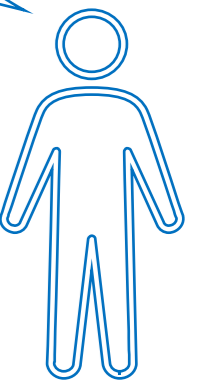
Licensing & Solutioning

eComFax®

Fax is Still...

...Widely Used

GARTNER says:
“...emergence of new cloud fax use cases will drive an increase in fax volumes over the near term...”



- 85% of businesses still using fax;
- Key industries heavily rely on fax and are looking to replace outdated and expensive infrastructure with Cloud Fax.

Ease of Use



**Fax Enable
Your email**



- No Plugin;
- No Local Client;
- No installed App.



Pure SaaS.



eComFax Pro <ecomfaxpro@ecomfax.com>

Robert Smith

Incoming fax from +19058447758



KQGHUV2HRT7E55G4EPV99FLJ2O.pdf
190 KB



Incoming fax from +19058447758

Check the e-mail attachment.

Details:

Job Id: (F)KQGHUV2HRT7E55G4EPV99FLJ2O

Date: 10/8/2019 3:29:11 PM (GMT+0200)

Remote Id: 905 815 1228

ANI: +19058447758

Recipient: 16473133074

Owner: R.Smith@cloudworldwireservices.com

Pages: 1

Duration: 21 seconds

Remaining credits: 100.00

Tip: *You can have up to three alternative e-mail addresses/domains along with your fax mail account.*

Security



Cloud Worldwide Services is a HIPAA Certified Business Associate.



eComFax has Government and Military grading encryption and security.



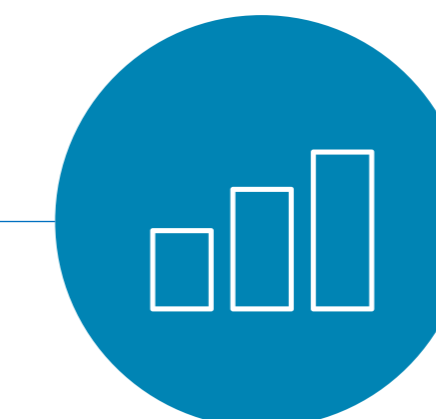
The National Security Framework of Spain



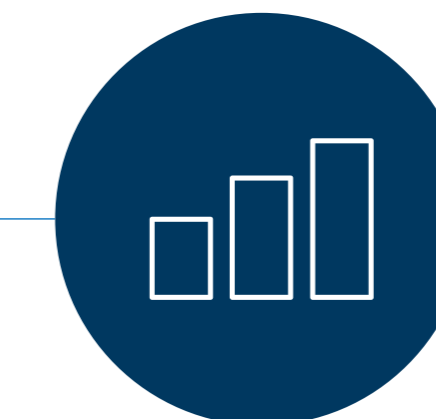
Audit Control
Full end-to-end audit trail and traceability with digital fingerprint.



Data Encryption
Full end-to-end data encryption (in transit, at rest) compliant with highest industry standards and protocols.



Access Control
Unique UserID, user-level granularity, TLS encryption, digital fingerprint.




Data Center
Geographic redundancy, high availability, full failover, compliant with ISO27001, SOC.

eComFax Offers



SaaS Licensing Model



eComFax
Send and receive faxes digitally

FILE SHARING & DOCUMENT MANAGEMENT OFFICE TOOLS BUSINESS WORKFLOW EMAIL TELEPHONY

[Buy Now](#)

[Overview](#) [Features](#) [Policies & Support](#) [Resources](#) [Editions & Pricing](#)

All Plans Include

- ✓ Fax sending-receiving by email
- ✓ Smartphone and Tablet enabled
- ✓ Your own local fax number
- ✓ Dropbox integration
- ✓ Multiple recipients
- ✓ Receive in PDF Format
- ✓ Customizable notifications

[Show More Info](#)

SOHO	SMB	Enterprise
\$9.95 / month	\$14.95 / month	\$186.00 / month
	+ \$14.95 / fax line / month For The First 9 Fax Lines	+ \$19.99 / fax line / month
Buy Now	Buy Now	Buy Now
Included 1 User 1 Fax Line	Included 1 User 1 Fax Line	Included Unlimited Users 1 Fax Line
Includes 350 credits/month for sending and receiving (*) Your own fax number in USA Additional Credit Packs: 100cr/\$6.50, 500cr/\$29.50, 1000cr/\$57.50 (**)	Includes 750 credits/month for sending and receiving (*) per subscription + 500 credits/month for each additional fax number Your own fax number in USA Add up to 10 fax numbers as you want. Create your own fax network Additional Credit Packs: 100cr/\$6.50, 500cr/\$29.50, 1000cr/\$57.50 (**)	Includes 2500 credits/month for sending and receiving (*) per subscription + 500 credits/month for each additional fax number Your own fax number in several countries Add as many fax numbers as you want. Create your international fax network Unlimited users from email gateway Additional Credit Packs: 5000cr/\$344.00, 50000cr/\$2,800.00 (**)

- Monthly Subscription;
- 3 different plans. Each comes with:
 - 1x Fax # (new FoIP or Ported); and
 - Credit allotment for sending/receiving.

eComFax Licensing



eComFax Versions – SaaS Licensing Model

<i>[prices in MSRP]</i>	<u>SOHO</u>	<u>SMB</u>	<u>ENTERPRISE</u>
Cost per month	\$9.95	\$14.95	\$186.00
Monthly credit allotment	350	750	2,500
DIDs (local #)	1	1	1
Add'l DID (local #)	n/a	Up to 9 add'l (\$14.95)	Unlimited (\$19.99)
Add'l DID [Intl #]	n/a	n/a	Unlimited (\$19.99)
Secure eMail gateway	n/a	n/a	Yes
Max # of users	3	10	Unlimited
Personalized #	n/a	n/a	Yes
Customized domain	n/a	n/a	Yes
SecureFAX	Yes	Yes	Yes
CertiFAX	Yes	Yes	Yes
PCIFAX	Yes	Yes	Yes
SMS/CertiSMS	Yes	Yes	Yes
OCR	Yes	Yes	Yes
Cloud printing	Yes	Yes	Yes
Storage	30 days free	30 days free	30 days free

eComFax Licensing



eComFax Credit Usage Model

[prices in MSRP]	<u>SOHO</u>	<u>SMB</u>	<u>ENTERPRISE</u>
Base monthly credit allotment	350	750	2,500
Add'l credits with add'l DIDs	n/a	500	500
	<i>[1 credit = 1 page sent/received] All the credits are put into a shared pool. Eg:</i>		
		<i>.- SMB 2 DIDs (750+500=<u>1,250</u>)</i>	<i>.- Enterprise 2 DIDs (2,500+500=<u>3,000</u>)</i>
	Monthly credit plans are renewed every month. If more credits are needed, add'l CreditPacks can be purchased.		
100-credit Pack	\$6.50	\$6.50	
500-credit Pack	\$29.50	\$29.50	
1,000-credit Pack	\$57.50	\$57.50	
5,000-credit Pack			\$344.00
50,000-credit Pack			\$2,800.00
Side notes:	<ul style="list-style-type: none"> • Unlike base monthly allotment, CreditPacks are valid for 1 year after the purchase; • CreditPacks can be purchased as an In-App purchase and are added to the billing (Auto-refill option available); • If there are no more credits available, customer's received faxes are kept on a secure eComFax platform, then released once the balance is positive again; • Credits can also be used for optional features (OCR, increased storage, international calls, etc.). For Intl calls, if customer has sufficient credits, no extra \$ fees are applicable. 		

eComFax Solutioning



Use Cases

eComFax Offers		
<u>Offer</u>	<u>Target Profile</u>	<u>Customer Attributes</u>
SOHO	Sole Proprietor Home Office	<ul style="list-style-type: none">• Single fax line;• Low volume (<350 pages / month).
SMB	Small & Medium Businesses	<ul style="list-style-type: none">• Single fax line with higher volume (>350 pages / month);• Single location with multiple fax lines (max 10);• Multiple locations requiring fax line (max 10);• Higher volume (>500 pages / month).
Enterprise	Corporate & Government	<ul style="list-style-type: none">• Many fax lines (>10);• Very high volume (>3,000 pages / month);• Require international numbers;• Many staff requiring fax capability.

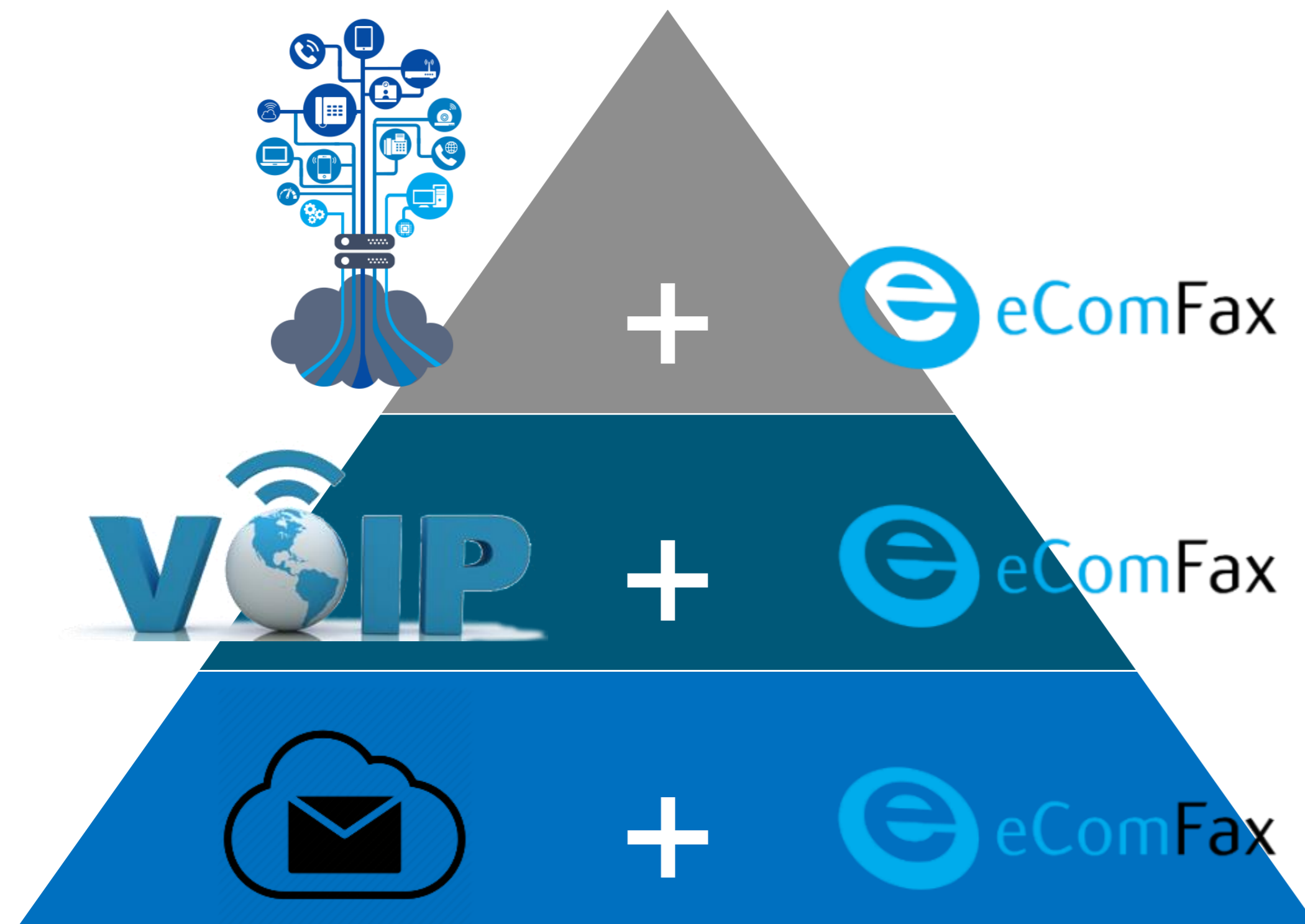
Winning & Closing

eComFax®

eComFax



...Natural Bundle with Other Services



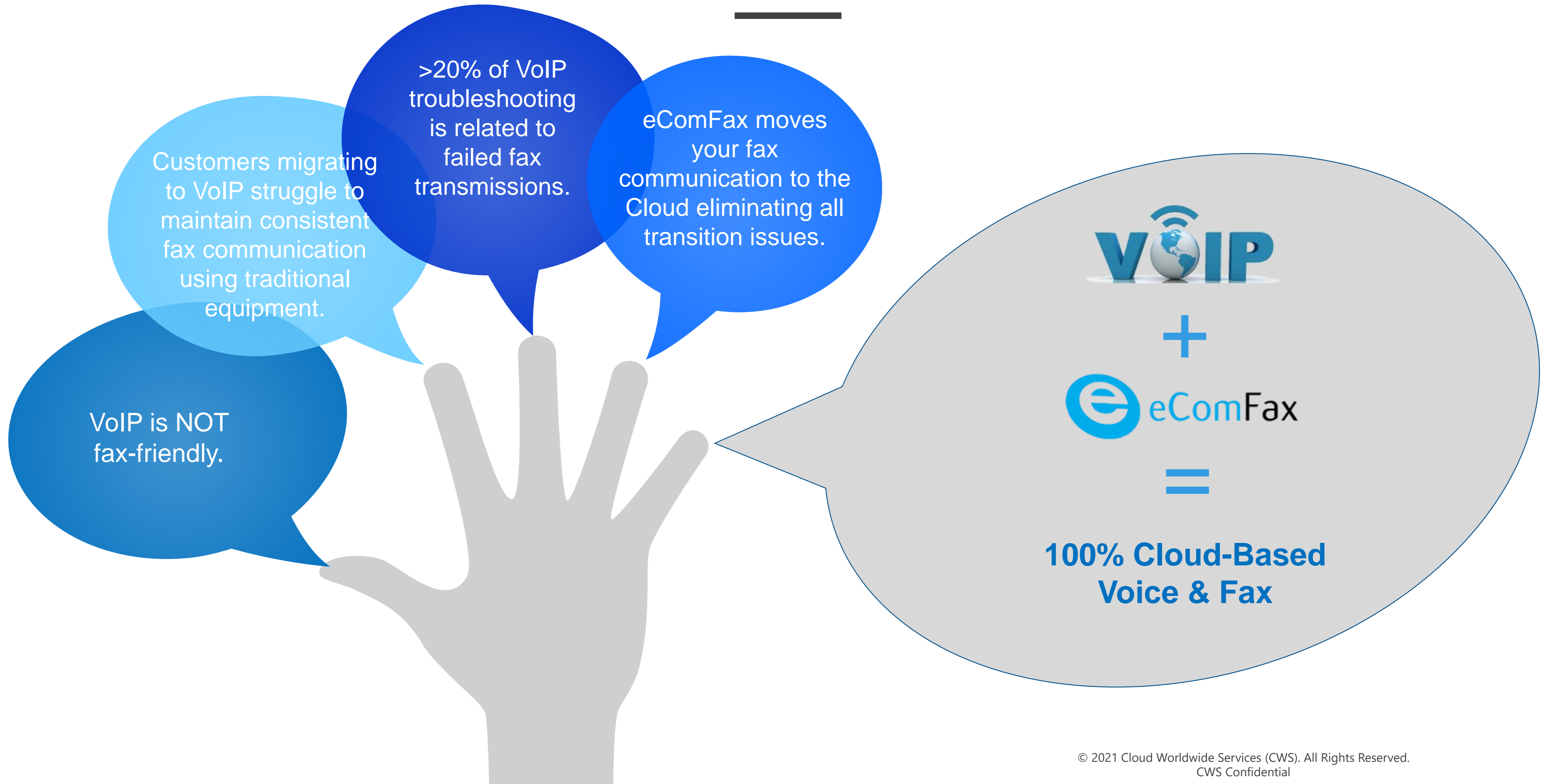
The key to success is to:

- 1) Discuss eComFax in connection to any existing service (in the Discovery phase) and;
- 2) Create an end-to-end value proposition with the Core services such as **Cloud eMail**, **VoIP**, and **SIP Trunking**.

eComFax



...Natural Bundle with VoIP



Customers migrating to VoIP struggle to maintain consistent fax communication using traditional equipment.

>20% of VoIP troubleshooting is related to failed fax transmissions.

eComFax moves your fax communication to the Cloud eliminating all transition issues.

VoIP is NOT fax-friendly.

VoIP

+

eComFax

=

100% Cloud-Based Voice & Fax

eComFax



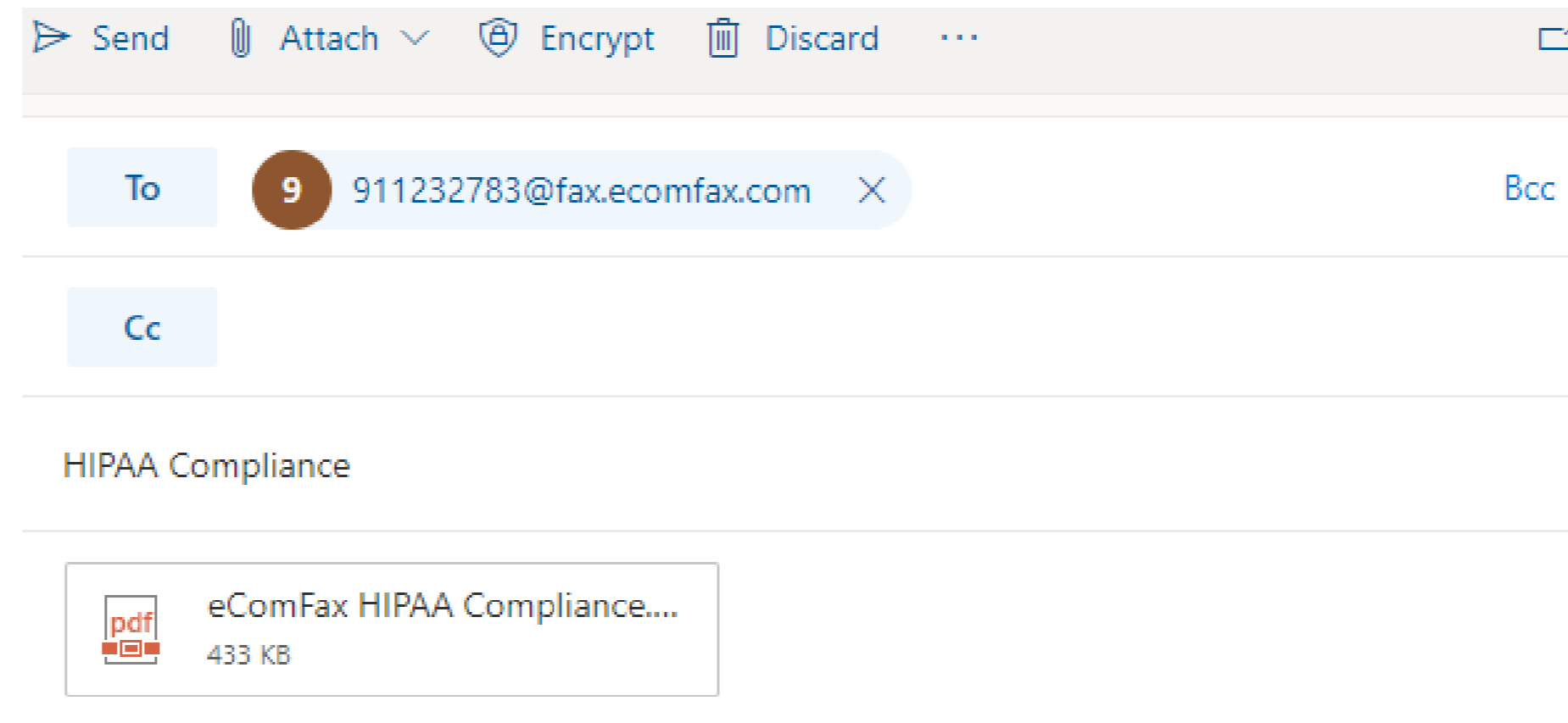
...Natural Bundle with Cloud eMail

**Fax Enable
Your email**



Full Fax-to-Mail and Mail-to-Fax capability.

Supporting Google G Suite, Microsoft 365 (O365).



Email is the primary interface for sending / receiving faxes with eComFax.

Include eComFax with every new email sale.



Cloud Worldwide Services
P: +1 315 642 1122

eComFax vs Traditional Fax



Savings

Traditional fax requires a dedicated analog line and consumes paper & toner



\$ for purchase, lease, support



\$30/mo.



\$.05/page

<u>Monthly Fax Pages</u>	<u>Est. Cost of Traditional Fax</u>	<u>Cost of eComFax</u>	<u>Monthly Savings</u>
250	\$43	\$9.95¹	\$33+
750	\$68	\$14.95²	\$53+
¹ eComFax SOHO plan ² eComFax SMB plan			

eComFax vs Competition



SOHO and SMB

	Fee / mo.	Pages / mo.	HIPAA Compliant	Intl. LD Charges
	\$16.95	300	No ¹	Yes
	\$5.99	100	No ²	Yes
	\$10.00	300	No	Yes
	\$9.95	350	Yes	No
	\$14.95	750	Yes	No

¹ Available with corporate plan @ \$100 / mo.
² Available with corporate plan @ \$50 / mo.

- eComFax provides superior capacity and capabilities;
- eComFax provides the opportunity to send Intl. faxes with no extra charges.


eComFax vs Competition



Enterprise

<i>[Fax Server Components]</i>	Typical Cost / Mo.
Software License Cost ¹	\$250 ²
Maintenance Cost	\$300
HW License Cost ³	\$200
Communication Cost	\$200
TOTAL	\$950

¹ Incl. fax server, 10 channels, FoIP (HW Fax).
² Typical capital cost amortized over 60 months.
³ Incl. HW OS database, hard drive/s, firewall, other admin costs.

 eComFax	Typical Cost / Mo.
eComFax® Enterprise	\$365 ¹
Savings with eComFax	\$585

¹ Enterprise subscription with 10 lines in total.

- eComFax provides superior concurrent capacity;
- eComFax provides superior Government-level security;
- eComFax provides automatic HighAvailability, GeographicRedundancy;
- eComFax Enterprise does not require separate infrastructure in each country.


Ordering, Provisioning & Activation

eComFax®

eComFax Ordering



...



eComFax
Send and receive faxes digitally

FILE SHARING & DOCUMENT MANAGEMENT OFFICE TOOLS BUSINESS WORKFLOW EMAIL TELEPHONY

[Buy Now](#)

Click "Buy Now"

- Overview
- Features
- Policies & Support
- Resources
- Editions & Pricing

All Plans Include

- ✓ Fax sending-receiving by email
- ✓ Smartphone and Tablet enabled
- ✓ Your own local fax number
- ✓ Dropbox integration
- ✓ Multiple recipients
- ✓ Receive in PDF Format
- ✓ Customizable notifications

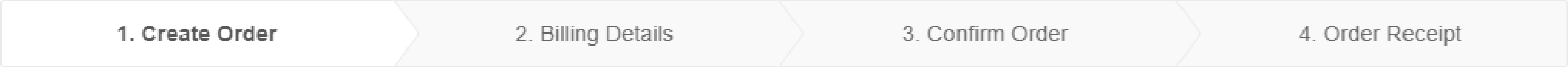
[Show More Info](#)

	SOHO	SMB	Enterprise
Price	\$9.95 / month	\$14.95 / month	\$186.00 / month
Additional Costs		+ \$14.95 / fax line / month For The First 9 Fax Lines	+ \$19.99 / fax line / month
Buy Now	Buy Now	Buy Now	Buy Now
Included	1 User 1 Fax Line	1 User 1 Fax Line	Unlimited Users 1 Fax Line
Includes	Includes 350 credits/month for sending and receiving (*) Your own fax number in USA Additional Credit Packs: 100cr/\$6.50, 500cr/\$29.50, 1000cr/\$57.50 (**)	Includes 750 credits/month for sending and receiving (*) per subscription + 500 credits/month for each additional fax number Your own fax number in USA Add up to 10 fax numbers as you want. Create your own fax network Additional Credit Packs: 100cr/\$6.50, 500cr/\$29.50, 1000cr/\$57.50 (**)	Includes 2500 credits/month for sending and receiving (*) per subscription + 500 credits/month for each additional fax number Your own fax number in several countries Add as many fax numbers as you want. Create your international fax network Unlimited users from email gateway Additional Credit Packs: 5000cr/\$344.00, 50000cr/\$2,800.00 (**)

eComFax Ordering



...



You're 60 seconds away from getting eComFax

[Purchase FAQs](#)

	Included Users	Included Fax Lines	
<input type="radio"/> SOHO	1	1	\$9.95 / Mo + Additional usage charges apply
<input checked="" type="radio"/> SMB	1	1	\$14.95 / Mo + \$14.95 / Fax Line / Month FOR THE FIRST 9 FAX LINES + Additional usage charges apply
<input type="radio"/> Enterprise	Unlimited	1	\$186.00 / Mo + \$19.99 / Fax Line / Month + Additional usage charges apply

Number of additional Fax Lines

Discount Code:

Fee due at checkout: \$14.95

Final price may include additional taxes.

Total recurring monthly fee as of 11/03/20: **\$14.95**

Recurring monthly fees may include charges based on usage.

[Back to eComFax](#)

Choose a SKU

- SOHO > one base license;
- SMB > base license + up to 9 add'l lines;
- Enterprise > base license + unlimited # of lines.

eComFax Ordering



...



- 1. Create Order
- 2. Billing Details
- 3. Confirm Order
- 4. Order Receipt

Complete Billing Details

Select a Payment Method

- PayPal
- New Credit Card

Add a New Credit Card

Billing Contact

Street Address / PO Box*

City*

Country

State / Province*

Postal / Zip Code*

Phone Number*

Credit Card Details

Name*

Exactly as it appears on card

Credit Card No.*

Please use the format XXXX-XXXX-XXXX-XXXX

Expiration Date*

Security Code*

The security code is the last 3 digits on the back of your card, or with AMEX the 4 digits on the front of the card

Billing & Payment

[Back](#)

(You can review this order before it's final.)

Save Order

Continue

eComFax Ordering



...

1. Create Order

2. Billing Details

3. Confirm Order

4. Order Receipt

Confirm Order

Confirm Order

Name	Edition	Price	Quantity	Total
eComFax	SMB	\$14.95 / Month	1	\$14.95
eComFax	SMB	\$14.95 / Fax Line / Month	0	\$0.00
eComFax	SMB	Additional usage charges apply		
Subtotal:				\$14.95
Fee due at checkout:				\$14.95
Total recurring monthly fee as of 11/03/20:				\$14.95
Recurring monthly fees may include charges based on usage.				

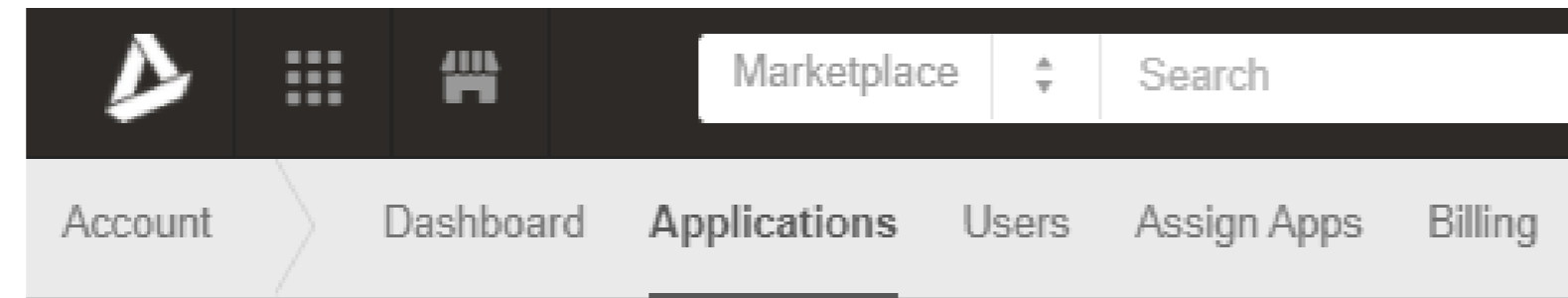
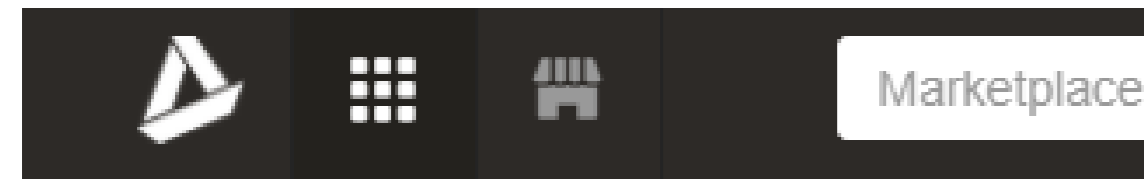
Make sure you agree to Terms before "Place Order".

[Back](#)

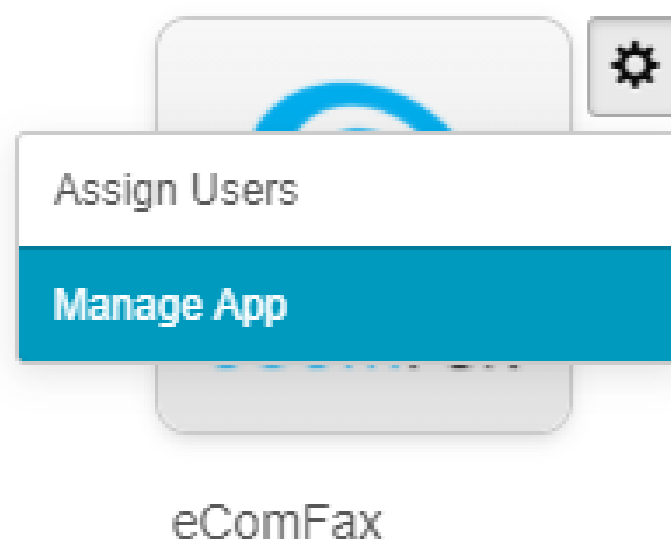
I agree to the [Terms of Service, Privacy and Refund policies.](#)

Place Order

eComFax Upgrade



Applications ?



[Manage Apps](#) > eComFax



Upgrade to a higher version

Click on 'Settings', then "Manage App", and then "Update Subscription" and follow the process.

eComFax Provisioning and Activation



Applications ?



eComFax



Welcome to eComFax

Dear :

Thank you for choosing eComFax and subscribing to our service through your ABC Telecom Business Cloud Marketplace account. If you have not done it so far, please follow the next steps in order to activate the service:

1. Login in to your ABC Telecom Business Marketplace account;
2. Go to 'My Apps';
3. Click on 'eComFax' tile that appears under your subscribed Apps' list. This will take you directly to eComFax application;
4. If you require a new inbound fax number, please select the desired country and region of your new number and click 'OK'. If you have chosen to port your existing number, please click on 'Use your current fax number' and fill out the 'Number porting' form and click 'OK' to initiate the porting process.

Thank you once again for trusting in eComFax. We appreciate your business.

To access your eComFax App, click on 'MyApps' tab and then click the eComFax tile. SSO protocol will take you straight into your eComFax Web App where you follow next steps.

eComFax Provisioning and Activation

New or Keep/Port Existing Fax #

NEW DID

Port Existing DID

- A.- Log in to eComFax;
- B.- Chose <Country> and <Area Code>;
- C.- Click “OK”;
- D.- Start using eComFax.

- D.- Click on “Use your current fax number”;
- E.- Fill out the Porting template (LOA);
- F.- Upload last month’s invoice from your existing carrier;
- G.- E-sign the template;
- H.- Click “OK”.



New Fax # Keep existing Fax #

New Inbound Fax Number

Please select country and region of your new inbound fax number.

Country:
United States

Location:
Please select

OK Cancel Use your current fax number

Porting

eComFax®

eComFax Porting cont.



Port Existing Fax

Letter of Authorization (LOA) Template

.- (1) Fill out, (2) Upload last month's invoice, (3) Electronically sign it

Number porting Letter of Authorization (LOA)

In order to be able to process your order, please fill in the form below. Please make sure the data you provide is correct. After you fill in the form, electronically sign it, and provide us with a copy of your last month's invoice from your existing carrier, we will verify the completeness of the information you provided and submit the request to the existing/losing carrier who will verify the correctness of the information and accept the port request.

- + Porting Details
- + Current Provider Details
- + Client Details

Please upload your last month's invoice* (this is needed for porting process)

Drop files here to upload

Max. 10Mb

Sign Here

Signature of individual authorized to sign Print Name Date (MM-DD-YYYY)

OK Cancel

eComFax Porting cont.



Port Existing Fax #

(once LOA's submitted, port process is initiated)

Customer receives Email Notifications throughout the process

.- Document Received!

eComFax - The signed application has been received. Ref:19513



Documents received!

Dear :

We have properly received the letter of authorization to port your fax number to eComFax. Also we received the invoice copy and your request is currently being reviewed.

We appreciate your confidence in our services.

Best regards,
eComFax Customer Services

eComFax Porting cont.



Port Existing Fax #

Email Notifications throughout the process

.- Application Processed!

eComFax - Application processed. Ref:19513



Application has been completed!

Dear :

Your request about your fax number 123456789 has been successfully processed. We will advise you soon with the estimated activation date.

We appreciate your confidence.

Best regards,
eComFax Customer Services

eComFax Porting cont.



Port Existing Fax #

Email Notifications throughout the process

.- Estimated Date of Portability!

eComFax - Estimated date of portability. Ref:19513



eComfax activation process

Dear :

We are working in your portability request.

This email is to inform you that the estimated date of portability for the fax number 123456789 is 01/30/2019 .

We will send you another email once activation is completed.

Best regards,
eComFax Customer Services

eComFax Porting cont.



Port Existing Fax #

Email Notifications throughout the process

.- Fax # Activated!

eComFax - Fax number activated. Ref:19513



Your Fax number is now activated!

Dear :

We have completed the portability for the fax number that you provided: **123456789**.

From this time you may start receiving faxes in your email inbox.

Best regards,
eComFax Customer Services

eComFax Porting cont.



Port Existing Fax #

Relevant points for Portability:

- Customer should NOT unsubscribe from current provider (please keep the subscription). The subscription/contracting will automatically get sorted in the backend;
- Last month's invoice is needed (without it porting cannot begin);
- Letter of Authorization (LOA) / Porting template is needed (without it porting cannot begin);
- Make sure all the data inside the LOA is correct (verify with your current provider's CSR database);
- If any data is incorrect, the port request will be rejected;
- Most common reasons for rejections: TN not active, unauthorized signature, incorrect account number, incorrect BTN, address mismatch, etc.

Demo

eComFax®

Support

eComFax®

Support

Service Level Definitions

Problem Severity Level	Description
Severity Level (SL) 1	Mission critical process(es) unable to function: <i>System is not functioning and there is no workaround that is acceptable to the Customer, thereby preventing a department or workgroup from performing a mission critical business function(s).</i>
Severity Level (SL) 2	Significant impact to Mission critical business process(es): <i>Major problems impedes the ability to perform mission critical business function(s) due to major functionality not working. A temporary workaround, acceptable to the Customer, is provided.</i>
Severity Level (SL) 3	Not able to accomplish all functions: <i>Minor functions not working, causing non-critical work to back up.</i>
Severity Level (SL) 4	Inconvenience: <i>The System is causing a minor disruption in the way tasks are performed but does not stop workflow. Able to accomplish all functions but not as efficiently as normal. May include cosmetic issues – especially in constituent facing applications.</i>

Support

Service Level Agreement (SLA)

Measure	Metric	Standard	Comments
Availability	System is available for use	99.99% Availability excluding scheduled maintenance.	Availability is measured per calendar month Nine (9) hours of maintenance per calendar quarter are scheduled as follows: .- First Sunday of each month from 3 – 6AM PST
Performance	System response time	400 percent of response time during the User Acceptance Testing.	The response time of eComFax web interface will be a maximum of 4 seconds (except for options that transfer files to eComFax servers).
Problem Management	SL1 Problem Resolved	100% resolved within 8hrs.	
	SL2 Problem Resolved	100% resolved within 24hrs.	
	SL3 Problem Resolved	80% resolved within 2 WDs. 100% resolved within 4 WDs.	
	SL4 Problem Resolved	80% resolved within 5 WDs. 100% resolved within 8 WDs.	

Support

CWS Customer Support Contacts

01

ANY PORTABILITY Issues

Send an email to customer.services@ecomfax.com
Call +1.315.642.1122 (US)
Call +32.2.808.1243 (EU)

02

NORMAL eComFax SERVICE Issues

Send an email to helpdesk@ecomfax.com
Call +1.646.512.9719 (US)
Call: +32.2.808.1242 (EU)

03

URGENT eComFax SERVICE Issues

Send an email to support@ecomfax.com
Call +1.646.396.5072 (US)
Call +34.630.016.865 (EU)

Sales Guide

eComFax®

eComFax Sales Guide



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The right SKU for your customer

SOHO	<ul style="list-style-type: none"> • Sole Proprietor and very small business; • A single shared fax number; • Fewer than 350 pages / month; • No international faxing. 	
SMB	<ul style="list-style-type: none"> • Small and medium businesses; • More than 350 pages / month and/or international faxing; • Multiple fax numbers for different departments / locations (max 10); • Central management of all numbers / locations; • Shared credits across all numbers / locations. 	
<i>-- Enterprise provides key features not available with SOHO and SMB --</i>		
Enterprise	Features	Details
	International #s	<ul style="list-style-type: none"> • Deploy and manage numbers internationally; • Centralized management of an international fax network.
	Unlimited #s	<ul style="list-style-type: none"> • No limit to the fax numbers that can be added to the base subscription.
	High volume	<ul style="list-style-type: none"> • Greater than 2,500 pages / month; • Significant international faxing; • Discounted bulk credit pack purchases available (50k credits).
	Decentralized volume	<ul style="list-style-type: none"> • Shared credits across all numbers / locations.
	Email gateway	<ul style="list-style-type: none"> • Fax-enable every employee – Automatic provisioning of eComFax.

eComFax Sales Guide



Case Study 01

01 LOCAL CAR DEALERSHIP w/ 2 LOCATIONS

- Each location requires two fax lines (Service, Leasing)
- Monthly Fax volumes:
 - Location #1: 1,750 pages/mo.
 - Location #2: 250 pages/mo.



A SOLUTION: SMB w/ 3 add'l #s

SKU	Unit Price	Qty.	Total Price	Credits
SMB Subscription	\$14.95	1	\$14.95	750
Add'l #s	\$14.95	3	\$44.85	1,500
Total:			\$59.80	2,250

eComFax Sales Guide



Case Study 02

02 HEALTH INSURANCE PROVIDER

- Single HQ location
- Incoming faxes:
 - Claims fax number
 - Physicians fax number
- Staff requiring fax sending capabilities:
 - 90 claims reps
 - 10 Physicians
 - Avg. transmission / mo. / staff member = 25 pages (total 2,500)



A SOLUTION: Enterprise

eComFax				
SKU	Unit Price	Qty.	Total Price	Credits
Enterprise	\$186.00	1	\$186.00	2,500
Add'l #	\$19.99	1	\$19.99	500
Total:			\$205.99	3,000

Email gateway automatically enables anyone w/ corporate email to send faxes (no configuration or system updates required as staff change.

eComFax® Sales Guide

Why eComFax®



Save at least \$30 / month vs traditional fax

(Traditional Fax - Analog Line = \$30, Paper Toner = \$10)



Fax enable your email
Send & receive faxes from anywhere



Port your current fax number to ecomfax®



No more failed fax transmissions
100% Cloud based voice & fax

Every eComFax® subscription comes with 1 fax number – Additional fax numbers can be ordered with SMB & Enterprise

SOHO - \$9.95 / Mo.



Single local Fax Number
350 Pages / mo.
Up to 3 emails fax enabled

SMB - \$14.95 / Mo.



Up To 10 local Fax Numbers
Multiple Locations
750 Pages / mo. + 500 Pages with each add'l. number

Enterprise - \$186 / Mo.



Unlimited Fax Numbers (Incl. International)
2500 Pages / mo. + 500 Pages with each add'l. number
Every corporate email is automatically "fax-enabled"

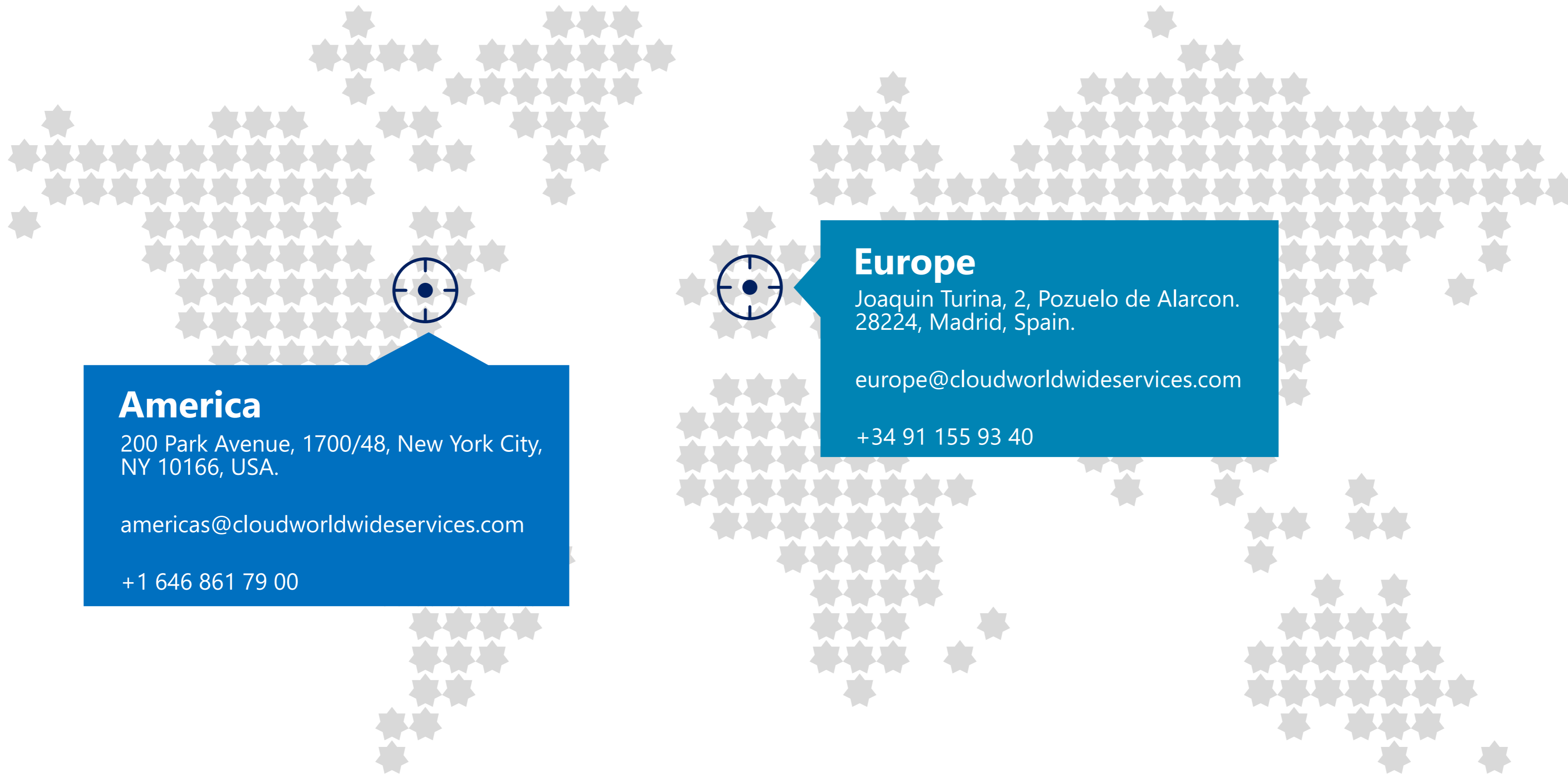
FAQ's

- 1. Can I keep my current fax numbers?**
YES! You can port all of your existing fax numbers into the eComFax® network.
- 2. If I cancel the service can I have my numbers back?**
YES! You can cancel your service at anytime and "port-out" your numbers to another provider.
- 3. How many emails can I link to each ecomfax® number?**
SOHO – Up to 3 emails. For SMB & Enterprise we recommend you create a new inbox (example financefax@abc.com) for each number. Share access to that inbox with the appropriate staff.
- 4. Are their long distance charges for international faxing?**
NO. See details in competitive info.
- 5. I have 2 locations each with a fax number but low volumes. Can I order 2 SOHO's?**
If same billing number for telco services in both locations - NO. If different billing numbers – YES.

Competitive

- 1. I looked at another electronic fax solution that's cheaper!**
You'll likely get fewer pages per month and you'll pay international long distance rates.
- 2. Don't I pay long distance for international faxing with eComFax®?**
NO. International faxing consumes more credits (pages). (Example: US>EU = 1.6 credits / page sent). If you have sufficient credits in your plan's monthly allotment then international faxing is free!
- 3. I deal with health insurance providers and government agencies. Is eComFax® HIPAA compliant?**
YES! Even SOHO is fully HIPAA compliant. Most competitors require a \$100/mo. commit for HIPAA.
- 4. I have a fax server with 8 DID's. Will eComFax® Enterprise be cheaper?**
In most cases when you consider the licensing costs, server capacity, maintenance / updates, and the PRI to support the DIDs, eComFax® Enterprise is usually cheaper. It's also easier to manage, no long term commitment, and you can deploy fax numbers anywhere in the world. (60+ countries).

CONTACT US



America

200 Park Avenue, 1700/48, New York City,
NY 10166, USA.

americas@cloudworldwideservices.com

+1 646 861 79 00

Europe

Joaquin Turina, 2, Pozuelo de Alarcon.
28224, Madrid, Spain.

europe@cloudworldwideservices.com

+34 91 155 93 40