



Transform
the way
you engage



Who are IPCortex?

We provide solutions that improve the way the world communicates.

IPCortex brings together communication and context to make every interaction more efficient and effective. Work smarter, together by having the information you need to communicate and collaborate with the right people, at the right time and in the right way.

- We use our skills to implement genuinely innovative systems that add transformational value to their user communities.
- We promote open technical standards to allow accessible and unencumbered communication.
- We integrate with the best vertical applications and networks in the communities we serve to generate combinational value.

Why IPCortex?

Giving you the power to choose.

Helping you build relationships that deliver real value.

One simple solution for partners and end users, from entry level to full contact centre features and applications.

We put you ahead of the game – Our platform reflects client expectations on how they wish to consume technology.

You will close more business, quicker – Through our lean, efficient and productive processes, you can go from enquiry to set up and configuration more effectively.

Built in the UK – Our headquarters are in the UK allowing our development team to support our partners directly.

Putting our partners first – Our partners receive personalised training and support as well as regular rewards. We believe that the best partnerships include communication and feedback. Our partners are invited to test pre-released products and enhance our free API integrations.

Delivering excellence to partners – Our staff are dedicated and experienced professionals who always go the extra mile to deliver excellence to partners, whether that's through sales support or through answering technical queries.



Single platform, multiple opportunities

Hardware and software solutions designed for SMEs to enterprise level organisations, as well as public or private cloud infrastructure. We give you the guidance and advice to grow and help you get it right the first time.



Always up-to-date

We continuously invest in our platform to ensure we keep pushing the boundaries of performance and functionality. You will always have use of the latest platform updates. Additionally, as our partner you will have access to up-to-date sales and support training, to retain and acquire new opportunities.



Secure, reliable, frustration free

Our comprehensive set of features make communicating across different stakeholders simple and secure. Using encryptions from call set up through to completion, you can be safe in the knowledge that your communication is protected.



Excellent support on hand

Our UK-based development and sales team will provide you with complete onboarding support including: installation, tutorials, number porting and provisioning as standard. In addition, we provide unlimited remote technical support.



Empower your business

Our solution gives your business the ability to control and make essential decisions from setting profit margins and defining your product offering.





5 Benefits of working with IPCortex?



Work from anywhere

Our simple but intelligent web app keevio, provides you with everything you need to work from anywhere, always staying connected.



Increased efficiency

Our powerful applications stand out from the competition with Reporting, CRM Connect, Wallboards, CallStash, Open API, simple installation, pricing, support and features. This means there is an increase in opportunities and a reduction in engineering time.



Open to development

Our open API not only allows IPCortex to develop integrations, it allows our partners and users to develop their own niche models to help drive growth.



Together we are greater

Our growth comes from our relationship with partners. Through these networks we gain invaluable feedback and insight allowing us to focus on the areas of the platform which will have the greatest impact.



Everything on one platform

Let your company grow with the freedom of the IPCortex platform. One platform to learn and master all your opportunities. Reduce impact on sales, engineering and accounts, while staying in control of profit and growth. Commercials that free you from locked in contracts and give you control.



Why partners work with IPCortex

● Delivering excellence

We continuously push the benchmark in terms of quality to deliver the best products and features for our partners.

● Passion

We are energised by our vision to develop products and features which have a positive impact on our partner's business growth.

● Effective communication

Open and clear communication with partners about our solutions, with collaborations on new products, features and updates.

● Product development

We are focused on what has the greatest impact on our partners. We believe in creating products and features that help partners grow their business as well as helping end users with their communication needs.

● Built on simplicity

We have developed sophisticated processes to ensure that from initial interest to implementation, it is simple and straightforward, allowing you to get up and running, selling as quickly as possible.

Simplicity at the heart of your business

Simple on premise business hardware

Our hardware covers all verticals. We range from Micro to Pro Units, the Micro Unit supports up to 15 users, while Standard Units, can be configured for up to 150 users. Pro Units with full call recording can support 1200 users. Handsets are available from multiple handset vendors. Most units come with both legacy ISDN connectivity and SIP Trunk as standard.

Simple Interface

IPCortex helps your business drive success by taking the complexity out of configuration, ordering and selling. Common UI, feature sets and applications are available across the entire range.

Simple Billing

IPCortex benefits your business by combining a user-friendly portal and billing platform with a straightforward ordering, tracking and invoicing system, allowing you to better control your margins.*

*Only related to hosted partners.



Simple Virtual Edition

With either private or public cloud infrastructure, our platform will give you control over the deployment including High Availability to meet the most stringent needs of your client. Designed from the first line of code to sit in this environment since 2002, our Virtual Edition will provide a fully featured PBX including UC as standard. Our applications are all designed to work in conjunction with this solution.

Simple Service Provider Platform

Already have your own data centre? Or want to make voice part of your core infrastructure? Our platform can be deployed to provide both direct sales opportunities or enhance your own reseller base with access to their own voice offering. Having built our own hosted infrastructure we are positioned to help you achieve the best practice and enhanced time to delivery, with virtually no first level investment.

Simple Hosted Choice

We provide the infrastructure, security, SIP Trunking, fail over, storage across multiple locations, porting services. You simply choose which of the following solutions from Voice Essentials or Hosted Suite best suits your end user needs'.

Voice Essentials

A simple and scaled down solution provides a cost effective entry level, pain free configuration and choice.

Hosted Suite

Provides full PBX functionality and unified communications. There is no feature compromise on moving to the cloud. Enjoy effortless multimedia conversations, collaborations and conferencing with colleagues and customers alike – no software to install and maintain.





More features...

Call History

Provides access to all calls made, received and missed.

Pre-set Availability

Enables the management of incoming calls.

Automatic Call back

Helps end users stay productive.

Busy Lamp Keys

Lets end users know if colleagues are online or away.

Do Not Disturb

Communicates to colleagues that the end users are unavailable.

Company Directory

Is available directly on the handset with up to 100 speed dials.

Call Recording

Can be used for audit trails, compliance or training purposes.

Interactive Voice Response

Facilitates the customer journey and connects them with the relevant department quicker.

CRM Integration

Enhances the users experience of Salesforce, Zoho, Freshdesk, Pipedrive, Hubspot, Zendesk, Insightly and Capsule allowing for an easy integration.

Call Waiting

Queues the next call, so it isn't missed.

Marketing on Hold

Allows the end user to record and play bespoke messages to their customers while they are waiting.

Auto Attendant

Provides callers with menu options for call routing.

Branding

Allows the end user to upload their company logo and specific adverts.

Our web app, keevio
enables end users to make
calls online from any
device so they can
work from anywhere
and always stay
connected.





Popular Applications



CRM Connect

Enables businesses to add context to their collaborations – placing communications within key CRM platforms to trigger efficiencies through speed and accuracy, with no third party software to install.



Reporting

Powerful and flexible reporting package with limitless options. Make sharing and scheduling reports easier, to enable better, more informed decisions.



Wallboards

Contact Centre Wallboards make it possible for any organisation to add powerful visual analysis of live call efficiencies.



CallStash

Long term archiving, categorisation and retrieval of business critical call recordings.





IPCortex Partner Programme Overview

Our new Partner Programme is designed to make it easier and more rewarding to sell IPCortex than any other solution in the UK, whether it's hosted, virtual or hardware. We have introduced four tiers - **Certified, Associate, Premier and Enterprise** - through which all our partners can progress. Each certification level offers you a wealth of benefits including sales and technical discounts, marketing, sales enablement, and more. The full breakdown of the new tiers, plus benefits and requirements is as follows:

Partner Benefits - At-A-Glance	Certified	Associate	Premier	Enterprise
Ability to join our regular partner "hangouts"	●	●	●	●
Discount for growing IP Cortex sales on Hardware, Hosted Suite, Virtual Edition and Service Packages		10%	12%	15%
Visit from your Account Manager for 1-2-1 meetings	1 a year	2 a year	Quarterly	Quarterly
Joint customer meetings		●	●	●
Enhanced support for a solid commitment to IPCortex			●	●
Beta testing access			●	●
Marketing Discount Fund Access	First 12 months	●	●	●
Free of charge technical training	25% off per £1000 invoiced*	1	2	3
Direct Development Access				●
Direct Marketing Support				●
Support move to SPP				●

*Correct as of 24/06/19



Partner Requirements - At-A-Glance	Certified	Associate	Premier	Enterprise
Minimum Net New Sales (Hosted, Virtual, PBX)	£1,500*	£8,500*	£30,000*	£75,000*
Number of Sales Trained	1	2	2	5
Number of Technical Trained	1	2	2	3
95% Service Package Renewal				

*Correct as of 24/06/19

Need more Advice?

Simply call us on **03300 881 286** or email sales@ipcortex.co.uk.





IPCortex are proud of the relationships we continue to forge with our partners and through working collaboratively we continue to grow and deliver our first class solutions and services.

"When looking for a partner it was imperative for us that they met our strict criteria in terms of adaptability, responsiveness, scalability and support.

IPCortex not only met our needs, the capability of their solution exceeded our expectations and made our choice simple. Through IPCortex, we can provide a whole range of telecoms solutions whether it's PBX, hosted, on-premise or overall unified communications resulting in a strong competitive advantage for our business.

Their solution is uniquely flexible, making it simple for us to tailor the offering according to our customers' needs."

Steve Webber
Director
Westcom Networks



03300 881 286



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