



EARTH BEND DISTRIBUTION COMPANY OVERVIEW

EARTH BEND

YOUR EDGE IN TECHNOLOGY



WHY CHOOSE EARTHBEND DISTRIBUTION?

WE'VE BEEN DISTRIBUTING
TELEPHONY PERIPHERALS AND
IT SOLUTIONS TO CHANNEL
PARTNERS SINCE 1993.

As a value-added distributor, EarthBend delivers a broad portfolio of technology solutions from industry-leading vendors, nationally competitive pricing, and friendly, reliable pre- and post-sales support from our expert staff. We're especially proud of the vendor partner relationships we have created and the cutting-edge technology solutions we offer, but we know that alone isn't what sets EarthBend apart. We believe it is our people that make the difference in delivering the right solutions to our channel partners and their customers, and it is that "human touch" that enables us to drive ongoing business success. We understand and emphasize the value of trust, dependability and integrity in building strong, mutually rewarding business partnerships.

"The staff at EarthBend is fast, friendly and knowledgeable, and their response time is second to none. They have a large selection of inventory and their prices can't be beat!"

– Angela Nichols, Prodigy Voice and Data, LLC

"I love working with the EarthBend team. Their responsiveness and overall customer service is great. I order from EarthBend as much as possible – they carry so much more than other suppliers."

– Tammie Wilson, BestComm Networks



DISCOVER THE EARTHEND DIFFERENCE

- > A broad array of IT solutions from market-leading vendors to ensure the perfect fit for your customers.
- > Proven expertise in the SMB and enterprise space, and in markets like telecom, data storage, healthcare, hospitality and more.
- > A consultative sales team that does far more than take orders, they help you sell solutions and drive profitability.
- > A human touch – personable, professional and reliable partner care and support.
- > Multi-vendor, certified technical expertise and skilled professional services.
- > One-stop online ordering convenience available 24/7 via the EarthBend Storefront.
- > Nationally competitive pricing and reliable inventory access – get what you need, when you need it and at the right price.
- > An attractive partner program offering training, exclusive promotions, special incentives, discounts and much more.

EARTHEND BECOMES AN EXTENSION OF YOUR OWN TEAM

In almost any given technology solution category there can be in excess of 10 - 20 different vendors, and within those, hundreds of different solution options. It is impossible for resellers to be experts on all of the different product options available that can address the specific business requirements of their customers. EarthBend provides that value-add service, acting as the go-to experts on the complete range of solutions available, helping to identify the ideal vendor/product fit for a partner's prospective customer.

EarthBend Account Executives and Technology Solutions Consultants are highly trained and hold many certifications for the industry's top manufacturers. They complete on-going training throughout the year to maintain their certifications and to ensure they are well-versed with new products as they are introduced. This represents a substantial investment in both time and money—EarthBend undertakes this requirement so our partners don't have to, freeing them up to focus on their core business activities.

When a partner identifies a sales opportunity, it is important that the right product is made available at the right time in the most efficient and cost-effective manner. The entire EarthBend team works together to provide you with first-class customer service

and support, making sure that every request and order is satisfied both quickly and professionally.

EarthBend partners count on us to provide valuable pre-sale support, which can range from a simple inquiry such as "What are the differences between these competing products?" to more complex configuration questions that benefit from our team's collectively amassed years of experience and specialized certifications.

EarthBend's commitment to customer satisfaction doesn't end after the sale is closed. Our post-sale support includes troubleshooting and assistance with resolving fulfillment and configuration issues. And, we offer a wide variety of competitively priced vendor-specific technical services to help extend the reach and profitability of your own support offerings.





EARTHBEND PARTNER PROGRAM

"EarthBend always responds very quickly to our questions and requests. If we are somewhat ambiguous in our request, they quickly ask the proper questions to clarify our needs. Great companies provide great support."

– Jim Gordon, Warwick Communications

MAKING PARTNERS HAPPY ISN'T JUST A GOAL, IT'S OUR MISSION.

Honesty. Respect. Integrity. Reliability. Customers look for those qualities when selecting an IT solutions provider. Once created, your customer relationships require continuous nurturing. Your relationship with a distributor is no different, and EarthBend understands that. When you become an EarthBend Partner, you gain access to the training, tools, programs and incentives specifically designed to help you build your business and drive success with third-party voice and data solution offerings. We make it easy for you to immediately engage in a profitable partnership with EarthBend and grow your business quickly by advancing through our tiered partner program. We reward you for your EarthBend product purchases and your partnership. It's that simple!

Resellers who wish to purchase products from EarthBend, but do not want to complete a partner/credit application, may do so as a credit card-paying customer. This option provides immediate access to EarthBend's expansive product portfolio and nationally competitive pricing. However, it does not include the many benefits and resources offered as part of the EarthBend Partner Program, such as credit terms, free shipping, rebates, promotional offers and dedicated sales support.

EARTHBEND SELECT LEVEL

Partners achieving up to \$25K in sales every six months may participate in our Partner Program at the Select Level, and are eligible to receive:

- Access to the EarthBend Distribution Account Management Team
- Access to EarthBend's e-commerce storefront for easy quoting and ordering
- Nationally competitive pricing on all technology solutions
- EarthBend manages the vendor relationship and maintains the highest level of authorizations and engineering certifications
- Assistance with deal registration programs and vendor escalation
- Product, sales and technical training webinars, monthly newsletters, press releases and other EarthBend resources to keep you informed of industry news and trends, new product releases and market positioning advantages
- Participation in exclusive EarthBend promotional offers, programs and sales contests
- Net 30 terms (after credit review)
- Free shipping on ground orders over \$1,500.00 (see our separate shipping terms and conditions)
- Select Level Partners obtaining \$25K in sales during the 6-month period receive a \$150.00 credit





EARTHBEND PREMIER LEVEL

Partners purchasing between \$25K and \$150K every six months receive the Select benefits plus these Premier Level benefits:

- Access to the EarthBend Distribution Account Management Team
- Access to the combined knowledge and technical expertise of EarthBend's design and engineering professionals, delivering comprehensive pre-sales, implementation and post-sales services and support
- 5% off EarthBend's pre- and post-sale engineering and pre-configuration services (rate applies to M-F 8-5pm business hours only - all after hours or holidays will be charged at their normal rates)
- Bi-yearly account reviews with your EarthBend support team
- Free shipping on ground orders over \$1,000.00 (see separate shipping terms and conditions)
- Premier Level Partners obtaining \$150K in sales during the 6-month period receive a \$750.00 credit from EarthBend

EARTHBEND ELITE LEVEL

Partners purchasing over \$150K every six months receive all of the Select benefits plus these Elite Level benefits:

- Priority access to the EarthBend Distribution Account Management Team
- Access to the combined knowledge and technical expertise of EarthBend's design and engineering professionals, delivering comprehensive pre-sales, implementation and post-sales services and support
- 10% off EarthBend's pre- and post-sale engineering and pre-configuration services (rate applies to M-F 8-5pm business hours only - all after hours or holidays will be charged at their normal rates)
- Quarterly account reviews with your EarthBend support team
- Free shipping on ground orders over \$500.00 (see separate shipping terms and conditions)
- Elite Level Partners obtaining \$300K in sales during the 6-month period receive a \$1,500.00 credit from EarthBend
- Opportunity to collaborate with EarthBend on the development of professional marketing tools and initiatives, including co-branded vendor collateral, direct marketing campaigns, lead generating landing pages, in-house events and more
- At the end of each calendar year, Elite Level Partners maintaining that status for the entire year will receive an award plaque recognizing their unique vendor sales achievements



EARTHBEND SOLUTIONS PORTFOLIO

YOUR SINGLE SOURCE FOR TECHNOLOGY PRODUCTS

ANTI-VIRUS, SOFTWARE & CONTENT FILTERING SOLUTIONS

- AVG Business
- Microsoft
- McAfee Anti-Virus
- Norton
- SonicWALL
- Sophos
- Symantec

AUDIO CONFERENCING PHONES & BRIDGES

- ClearOne
- Konftel
- Polycom
- VTech

BANDWIDTH OPTIMIZATION

- CirrusWorks

CALL ACCOUNTING

- @Comm
- Hansen Software CASH+
- Metropolis
- Micro-Tel Microcall® Call Accounting
- Trisys Tapit™ Call Accounting

CALL LOGGING & RECORDING

- dvsAnalytics
- Hansen Software CASH+
- OAISYS
- Red Box
- Trisys
- Xarios Technologies
- Mitel MiVoice Call Recording

CONTACT CENTER MANAGEMENT

- EarthBend Cloud Contact Center

CORDLESS & WIRELESS

- Ascom
- EnGenius
- Panasonic
- Spectralink
- Uniden

CUSTOM IVR & CTI

- InGenius
- Enghouse
- PhoneTree
- Voice4Net
- Xarios Technologies

DIALERS – PREDICTIVE & PROGRESSIVE

- Voice4Net
- Xarios Campaign Manager

FAX SERVERS

- GFI
- MultiTech
- OpenText

FIREWALLS & VPN SOLUTIONS

- ADTRAN
- Barracuda
- Ingate Systems
- SonicWALL
- WatchGuard

GATEWAYS

- ADTRAN
- Audio Codes
- Citel
- Mediatix
- Multi Tech
- Sonus (Quintum)

HARD DISK & SOLID STATE DRIVES (SSD)

- HGST
- Intel
- Micron
- SanDisk
- Seagate
- Toshiba
- Western Digital

HEADSETS

- Comfort
- GN Netcom Headsets
- Plantronics
- Walker & Clarity

HEALTHCARE & SENIOR LIVING SOLUTIONS

- Live Sentinel
- Status Solutions

HOSPITALITY SOLUTIONS

- AEI Communications
- ANTLabs
- Cetus Group (Scitec, Teledex, Telematrix)
- CheckBox Systems
- Med-Pat and Inn-Phone
- Nomadix
- RTI Media
- VTech

INSTALLATION EQUIPMENT: RACK CABINETS, CUSTOM CHASSIS, CABLE & TOOLS

- Chatsworth Racks & Cable
- Copper and Fiber Cables
- DAMAC
- Elliptical Mobile Solutions
- ICC® Structured Cabling Products
- PDE Technology
- Premier

INTRUSION DETECTION & PREVENTION DEVICES

- Cisco
- SonicWALL
- WatchGuard

MESSAGE ON-HOLD & VOICE ANNOUNCE

- RTI Media
- Spectrio (Mitel Message on Hold)

MONITORS, KVM HARDWARE & ACCESSORIES

- Barco
- Belkin
- HP
- Linksys
- NEC
- Philips
- Princeton
- ViewSonic

NETWORKING SOLUTIONS

- ADTRAN
- Alcatel-Lucent
- Arista
- ATTO
- Avaya
- Brocade
- CirrusWorks
- Cisco
- Dell
- D-Link
- Extreme Networks/Enterasys
- Hewlett Packard Enterprise (HPE)
- Intel
- LSI
- Mellanox
- Myricom
- NETGEAR
- QLogic
- Trendnet
- ZyXEL

PARTNER
WITH THE
BEST



BEST-
OF-BREED
SOLUTIONS



MARKET-
LEADING
VENDORS



THE
PERFECT
TECHNOLOGY
FIT

PAGING EQUIPMENT (ANALOG & IP)

- Bogen® Communications, Inc.
- Valcom Telephone Intercom & Paging

PCS, LAPTOPS, & SERVERS

- Acer
- Asus
- Dell
- HP
- IBM
- Lenovo

PHONE SYSTEMS / PBX

- ADTRAN NetVanta 7000 Series
- Crexendo Cloud Communications Platform
- Vertical Summit

PHONES (ANALOG, DIGITAL & IP)

- ADTRAN
- AEI Communications
- Cetus Group (Scitec, Teledex, Telematrix)
- Cisco
- Mitel-Aastra Phones & Accessories
- Polycom
- VTech

POE MIDSPANS – CONVERTERS

- Allied Telesis, Inc.
- PowerDsine
- Precidia Technologies

POWER PROTECTION & BACKUP

- APC®
- DITEK
- Eaton
- Minuteman®
- Tripp Lite

ROUTERS

- ADTRAN
- Brocade
- Cisco

SECURITY

- Clear2there Video Surveillance
- Clear2there Access Control
- EarthBend Penetration Testing Services
- Supercircuits

SERVERS – ENTERPRISE & GENERAL PURPOSE

- AIC
- Hewlett Packard Enterprise (HPE)
- NEC
- Supermicro

STORAGE OS & VIRTUALIZATION SOFTWARE

- Citrix
- EMC
- Hewlett Packard Enterprise (HPE)
- Microsoft
- NEC
- Tiger
- Veeam
- VMware

STORAGE SYSTEMS – PRIMARY & NEARLINE

- Dot Hill
- Hewlett Packard Enterprise (HPE)
- Infortrend
- NEC
- Promise Technology
- Quanta
- StorTrends (American Megatrends)

TELEPHONE ACCESSORIES

- Zigee™

TELEPHONY INFRASTRUCTURE

- ADTRAN
- Ingate Systems
- Phybridge

TRAFFIC MANAGEMENT / MONITORING

- Allot Communications
- Bluecoat
- CirrusWorks
- F5 Networks
- FATPipe
- Solarwinds

UNIFIED COMMUNICATIONS

- Esna - Integrated Unified Communications

VIDEO CONFERENCING & ACCESSORIES

- Carts & Accessories
- LifeSize
- Vido

WIRELESS LAN SOLUTIONS

- ADTRAN
- Aruba Networks
- Aerohive
- Bridge Wave
- Brocade
- CheckBox Systems
- Cisco
- EnGenius
- Hewlett Packard Enterprise (HPE)
- Juniper Networks
- Meraki
- Meru
- Pronto Networks
- Ruckus
- Ubiquiti
- Wavespot
- ZyXEL

CONTACT US

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