



Adomo BusinessPartner Program

Adomo is rapidly gaining attention in the burgeoning unified communications market with products that provide true voice and data convergence. With a hardened appliance platform that is PBX-agnostic, configurable in a clustered environment for N+1 redundancy and business continuity, and with rich, non-intrusive integration with Microsoft Active Directory and Exchange, Adomo bridges the gap between your customers' legacy TDM PBXs and new IP-PBXs.



Why will your customers want Adomo?

- Adomo offers the only unified communications solution based on an appliance platform—faster to deploy and easier to manage with a lower total cost of ownership
- Adomo provides speech-enabled best-in-class unified messaging—better caller experience and increased user productivity with built-in mobility features
- Adomo offers the cleanest integration of Cisco CallManager with Microsoft Exchange and Active Directory of any unified communications solution—making Adomo the preferred solution of most IT organizations
- Maximum flexibility for IP Telephony rollout and next-generation unified communications applications—future-proof

Why do you want Adomo?

- Adomo is dedicated to making you a success—and our team approach helps you get up to speed quickly, with sales training, marketing support and on-site implementation assistance
- Choose the partner level that best fits your company—you provide first-line support or let Adomo's unparalleled support organization handle it for you
- Enjoy generous margins that increase as your sales grow

Two Program Levels

Adomo Market Partner

The Adomo Market Partner level is designed for those companies that seek to offer its clients the benefits of Adomo technology but do not have the expertise or wish to provide the technical resources required to implement and support Adomo solutions.

This level allows you to represent and sell Adomo, with implementation and on-going support services provided by Adomo or its authorized representative.

Adomo Solution Partner

The Adomo Solution Partner level is designed for those companies that seek to offer its clients the benefits of Adomo technology and that have the voice messaging and Microsoft Exchange experience and technical resources required to implement and support Adomo solutions directly for their customers.

This level allows you to represent, sell, implement, and provide on-going support services to your client's Adomo solution.

Apply Now

Visit www.adomo.com/partners to apply or learn why you should be an Adomo BusinessPartner

Adomo Unified Communications

- **True Unified Communications.** Single user database, single message store for voice and email, and no desktop client
- **Leverages your Microsoft Investment.** Bridges the gap between telephony & MS Exchange, without the numerous and intrusive schema changes and increased permissions required by other solutions.
- **All-in-one Appliance.** Provides speech & mobility services on the same appliance as voice messaging, with no additional servers to buy or maintain
- **Convergence Ready.** Operates with TDM & IP PBXs, perfect for multiple site installations and phased VoIP rollouts

Adomo BusinessPartner Program Features

Launch Kit

Adomo BusinessPartners receive a set of tools to assist you in introducing, productizing and presenting Adomo Unified Communications to the market. The tool sets contain a specific launch package with preferential and discounted pricing for demonstration and technical certification (Solution Partners), as well as field sales and marketing tools to effectively launch the product within your organization and local marketplace.

Training & Certification

Adomo Market Partner Sales Certification Training

Companies selecting the Adomo Market Partner program level receive sales and product demonstration training. This includes specific Adomo sales strategy designed exclusively for your company; the identification of ordering and pricing codes and development of materials to support field sales efforts; development of field presentation materials with integration of Adomo tool sets; development of pricing methodologies; development of proposal template materials (integrated from Adomo materials); and internal introduction of the Adomo product to the sales force.

Adomo Solution Partner Operational Certification Training

Companies selecting the Adomo Solution Partner program level receive the Adomo Market Partner sales training described above, plus the technical and support training needed to serve your Adomo customers:

- **On-site Advanced Technical Support Training**
The first element of field training begins after the Adomo supervised implementation of an Adomo demonstration system. With this complete, the Adomo technical support trainer engages with those persons selected by the partner for advanced technical training. During this one day session, the Adomo trainer reviews the fundamentals of system configuration, design and implementation.
- **Adomo Technical Support Certification Classroom Training**
The second element of the Certification program is a three day Adomo installation and maintenance program followed by a two day Adomo System Administrator program at the Adomo facility in Cupertino, CA. These courses are typically scheduled after the installation of the partner demonstration systems and before any installation activity on a customer site.

Apply Now

Visit www.adomo.com/partners to apply or learn why you should be an Adomo BusinessPartner.

ABOUT ADOMO

Adomo provides unified communications solutions that improve your accessibility, enhance your responsiveness and increase your productivity, whether you are deskbound, remote or mobile. With one-number access, you will never miss that important call, and you'll still retain control over who reaches you. Immediate notification of new voice messages on your communications device (desktop phone, computer, mobile phone, Treo or Blackberry) makes voicemail more actionable. For IT, Adomo's open, hardened appliance is easy to install and seamlessly integrated with Microsoft Exchange and Active Directory, eliminating the cost of maintaining separate servers, databases and message stores. Adomo is a privately-held company headquartered in Cupertino, California and is backed by Menlo Ventures and Storm Ventures.



Adomo, Inc.
20401 Stevens Creek Blvd
Cupertino, CA 95014
408-996-7086
www.adomo.com