



AudioCodes Open Solutions Network (OSN) Channel Partner Program

Program Highlights

- Receive qualified leads and deliver reliable solutions to your target markets
- Expand your reach into new markets with solutions that meet current and future customer demands
- Identify and target new business opportunities by cultivating a wide range of strategic relationships
- Collaborate with the experts and gain insight into industry trends
- Save time and money by utilizing existing marketing resources
- Receive customized support

The above are only a few of the benefits of being a member of the AudioCodes OSN (Open Solutions Network) Partner Program. This program allows participants (Channel Partners, Solution Partners & Training Partners) to capitalize on existing AudioCodes relationships, which are comprised of an extensive network of industry movers and shakers.



The Value of Working with AudioCodes

- Standards-based products
- Flexible and agile R&D
- Good value for your money
- Single source for many solutions
- High voice quality and High Definition VoIP
- Feature Richness

AudioCodes designs, manufactures and sells advanced Voice over IP and converged VoIP and Data networking products and applications to Service Providers and Enterprises, via a network of distributors, VARs and Systems Integrators. AudioCodes' products are deployed globally in IP, Mobile, Cable, and Broadband Access networks, as well as small, medium and large Enterprises. The company provides a diverse range of innovative, cost-effective products for converged VoIP and Data networks including Media Gateways, Multi-Service Business Gateways, Residential Gateways, IP Phones, Media Servers, Session Border Controllers (SBC), and Value Added Applications. AudioCodes products are interoperable with IP Telephony and Carrier VoIP products from world-leading vendors such as Alcatel-Lucent, Avaya, Broadsoft, Genesys, Microsoft, Nortel and many others.



AudioCodes OSN Channel Partner Program Certifications

AudioCodes OSN program certification plan is available for all types of channel partners: Value Added Resellers (VARs), Systems Integrators and Distribution Channels.

Three tiered certification levels are available:

Registered Channel Partner 

Silver Channel Partner 

Gold Channel Partner 

Platinum Channel Partner 

A new Channel Partner typically joins the partner program as a “Registered Channel Partner”. As the volume of business increases, an additional investment is required in order to become a “Silver” or “Gold” partner.

Registered Channel Partner Benefits

- Ability to purchase AudioCodes products (typically from an Authorized Distributor)
- Listing on the AudioCodes public web Channel Partner Locator
- Lead references from the AudioCodes website
- Access to AudioCodes communications (newsletters, product communications, web seminars, etc.)
- Personalized access to AudioCodes’ web marketing resources
- Personalized access to AudioCodes’ web technical documentation and knowledge base
- First hand information and knowledge
- Direct relationship with the AudioCodes channel team
- Eligibility to buy the discounted AudioCodes Channel Starter Kit
- Eligibility for special promotions
- Access to AudioCodes online technical support



Registered Channel Partner Requirements

- Completion of Registered Channel Partner Application
- Qualification and approval by the AudioCodes channel team
- Provide Tier 1 Support for AudioCodes Products*
- Maintain a minimum of one pre-sales engineer who passed the AudioCodes pre-sales online certification



Becoming an AudioCodes Channel Partner

To become an AudioCodes Registered Channel Partner:

- Register to the AudioCodes website as a Value Added Reseller at <http://www.audiocodes.com>
- Complete the AudioCodes channel questionnaire on the web at <http://www.audiocodes.com/audiocodes-channel-questionnaire>
- Take the Pre-sale online training and have at least one of your pre-sales engineers successfully complete the pre-sales exam at <http://www.audiocodes.com/partner-pre-sales-training>



Note: The “Registered Channel Partner” certification is valid for a period of 1 year. Following the first year, Channel Partners are expected to move to the next certification level: “Silver Channel Partner”

* Ability to provide Tier-1 support is only required in regions where AudioCodes Customer Technical Support (ACTS) vendor direct support program is not available.

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