



SOTEL
systems



ASCDINATD
THE GLOBAL ALLIANCE OF THE IT CHANNEL

Why SoTel



4,000,001

We've sold & guaranteed over
4 million new & remanufactured phones.



over
100,000
business system customers



Five Pillars



Distribution

- Over 50 manufacturers
- Five facilities across two countries
- Supporting 500 Cloud installations per month



Remanufacturing

- Authorized for Mitel, Avaya/Octel, Iwatsu, RCA/Telefield, Yealink
- Testbeds for 22 Manufacturers
- Over 20,000 sets per month
- One of the largest desktop telset remanufacturers in North America



Repair

- Authorized for Mitel, Toshiba (now Mitel) Avaya/Octel, Iwatsu, Samsung, Vertical Networks,
- 16 Manufacturers for Telephone sets through Board Level repair



Logistics (Reverse)

- Provisioning and logistics for over 15,000 phones per month
- Primary reverse logistics for major VARs and service providers



IP Services (enabling for HaaS)

- Native SIP Trunking and Cloud PBX since 2007

Fulfillment & Operations

Six Facilities

- St. Louis, MO
- Santa Ana, CA
- Miami, FL
- Wallingford, CT
- Toronto, ON

Over 120,000 Sq. Ft. of warehouse

7AM to 7PM Central - Normal Operation

24hr Counter to Counter Service

Staffed TAC (Technical Assistance Center)



IP Services

Delivering Business Telephony Service since 2007

SIP Trunking

- Certified on over 20 IP-PBX brands (Cisco, Avaya, NEC, Samsung, etc.)

Cloud PBX

- Delivering services via Polycom, Mitel/Aastra, Snom, and Yealink

Carrier Class Infrastructure and Personnel

- Metaswitch Core
- Geo-Redundant
- Full featured solution including failover, mobility, contact center, and PBX integration

Coverage throughout NANPA dialing region (US, Canada, Caribbean)

Becoming de facto “CPaaS” company



Complete Cloud Services Procurement Platform

Built for:

- Referral Partners
- Partners
- White Label Resellers
- Wholesale Partners

Secret Sauce is in Each 'Next Step'

UC



Networking



Security



FIRE WALL

Productivity

