



KALLIOPE 4SP

The Kalliope solution for service providers

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www.kalliope.com/4sp/

Kalliope4SP opens doors to new business models by offering the possibility of distributing a Virtual PBX service. Cloud PBXs often entail more limitations than on-premise solutions. Kalliope4SP aims to eliminate this gap by providing completeness and multitenancy without compromising the quality of service and optimizing hardware use.

PBX as a service

Kalliope4SP is the ideal solution for small and medium service providers looking for a platform for distributing a Virtual PBX service. Kalliope shares all the features and strengths of KalliopePBX. Its multitenant architecture and a single centralized interface guarantee maximum simplicity and automation of the Virtual PBX deployment processes.

The Kalliope4SP solution comprises a single multitenant instance managed only by the system administrator, able to create new Virtual PBXs and manage the inbound and outbound lines in a few simple steps.

The end clients can access tenants through a web browser and manage their telephone services with complete autonomy, just as they would with an on-premise PBX.

Think global, act local

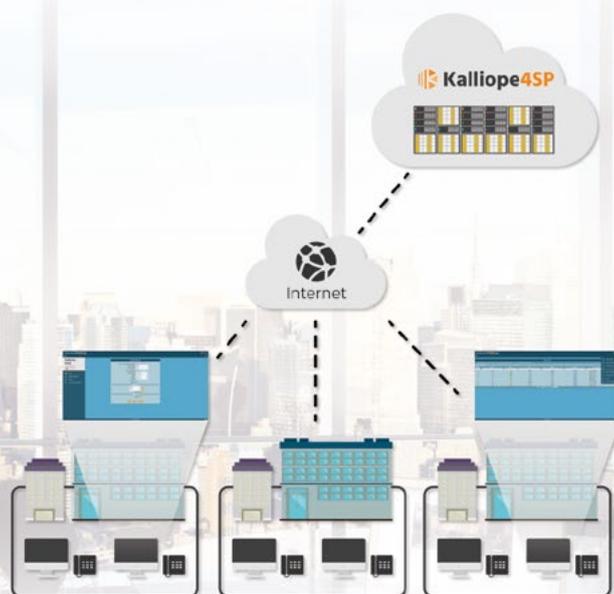
Kalliope4SP aims to be a powerful tool to help our partners reach markets that are harder to access.

Kalliope as a service is ideal for small businesses that rarely invest in an on-premise solution and large enterprises moving their services to the cloud.

Limited initial investment, low maintenance costs, and minimal hardware requirements increase the competitiveness of service providers in any scenario. Kalliope4SP lets small and medium service providers offer a carrier-grade service without prohibitive costs.

Kalliope4SP: value proposition

- A single user interface
- Fully independent Virtual PBX tenants on a single virtual machine
- All of KalliopePBX's advanced features, with no exception
- Maximum hardware optimization
- Full management autonomy for the end user
- Designed to maximize the automation of pre-sales, delivery, and maintenance processes thanks to a rich set of APIs



Starter kit

To launch the new Kalliope4SP onto the market, we have created a Starter Kit designed to guarantee our partners the best conditions for making sales. They can obtain an **unlimited Kalliope PBX Virtual Machine multitenant license** for the first 12 months for a one-time fee!

Service providers that adopt this complete service solution will incur no additional costs and can rely on phone customer support, firmware updates, training, and a rebrandable platform.

Furthermore, the Starter Kit includes all **additional client applications**: KalliopeCTI, KalliopePhone, KalliopeCTI mobile, Kalliope Attendant Console, and Kalliope Contact Center.



Unlimited
KalliopePBX
VM license



Unlimited
multitenant
license



Firmware
updates



Phone
customer
support*



Training
and
certification



Co-Branding



Client:
KCTI Pro e Phone
KCTI Mobile
KCTI Attendant console
KCTI Call center

STARTER KIT

* Offer includes KalliopePBX Silver technical support: for more information, contact us

available
with

"LIGHT"
ALL
INCLUSIVE
3 MONTHS

"FULL"
ALL
INCLUSIVE
12 MONTHS

Objectives

Adopting new technology is always a delicate process, especially when it regards a central part of one's business. The Starter Kit is designed to simplify this process and give service providers a way to:

- **Evaluate the product**
- **Adapt their processes**
- **Assess the market response**
- **Find the perfect business model**
- **Expand their business without limitations**

Business models

After 12 months, there is no compulsory renewal. Kalliope aims to cover as many different market scenarios as possible by offering each partner the option to create the business model that best fits their needs.

Interruption

If the service provider does not wish to continue using Kalliope, they have no contractual obligations once 12 months have passed. We will deactivate all licenses included in the Starter Kit at no additional cost.

Pay-per-use

The pay-per-use business model lets service providers grow and sustainably gain new customers. The unlimited licenses included in the Starter Kit will become perpetual, and the service provider will pay a monthly fee based on active users. You will still enjoy firmware updates, applications, and phone customer support.

Pay-as-you-grow

Should a service provider find that pay-per-use is not the suitable business model for them, they can redeem the platform and switch to a perpetual license that limits the number of lines and tenants. They can then expand by purchasing additional licenses, so their platform can grow with them. This model does not entail any obligatory recurring fees, and the offer does not include firmware updates, customer support, or client applications.



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