

PARTNER PROGRAM

Become a VOCPhone Partner: Add Voice to Your Stack

Resell or white-label an Australian cloud phone platform that runs on a network we own and operate. You bring the customer; we bring the carriage, the AI, the apps and the local support, and you keep the recurring margin.

The **VOCPhone Partner Program** lets Australian MSPs, ISPs, computer shops, cabling and security installers and IT consultants resell or white-label a modern, AI-included cloud phone system and earn a recurring monthly margin on every seat, for the life of every account. You need no carrier licence, no softswitch and no stock, because VOCPhone owns and operates its own network and supplies the platform, carriage, numbers, AI phone agents, apps, handsets and compliance, all Australian-owned, Australian-hosted and backed by 24/7 human support. Pick the model that fits: **refer** (pass leads for commission), **resell** (own the customer, take recurring wholesale margin), or **white-label** (your brand, your billing, your pricing). With the copper network gone and every business needing to replace ageing gear, voice is the highest-value recurring line you can add to an IT business.

The short version

Revenue type	Traditional IT / hardware sale	VOCPhone partner
When you get paid	Once, at sale	At sale + every month after
Predictability	Lumpy, project-driven	Predictable monthly MRR
Customer stickiness	Varies	Very high, phone systems rarely churn
Effect on business valuation	Limited	Recurring revenue multiplies it

■ Key points

- A simple worked example

No carrier licence required

You do not need to be a carrier, run a softswitch or hold a telco licence. VOCPhone provides the carriage, the platform, the numbers and the regulatory compliance on infrastructure we own; you provide the local relationship and service. That is the whole point of the program: all of the recurring revenue, none of the network to build.

■ Questions the full guide answers

- ☐ How do I join the VOCPhone partner program?
- ☐ Is there an upfront cost or minimum commitment?
- ☐ What recurring revenue can I earn reselling VOCPhone?
- ☐ Can I white-label VOCPhone under my own brand?
- ☐ Who supports the end customer?
- ☐ Do I need a carrier licence to sell VOCPhone?
- ☐ Which businesses make the strongest VOCPhone partners?

This is the summary. The guide has the detail.

Every point above is worked through in full on our site, with the Australian context, the numbers and the exceptions. If you would rather talk it through, call 1300 663 222 or visit vocphone.com/about/contact-us.