Partner Portal – Empowering Partners and Carriers

SIPPIO Partner Portal empowers partners and carriers to build and manage a healthy voice practice. 100% built to enable a channel ecosystem of resellers, systems integrators, and agents.

The ease of business management is a key reason why Partner Portal © has captured the interest of so many partners and carriers - from large carriers to system integrators and telco resellers - focused on any sized customer segment, market or vertical.

SIPPIO automates the entire quote to cash process. Partner Portal reduces sales admin, operations, and support overhead and is the foundation to increase revenue, maximize profits per user and offer cross-sell/upsell opportunity.

Empower Partners

Designed as an online portal, Partner Portal was built by experts in application design and Microsoft's tools, infrastructure, and security to create a seamless experience with n-tier personas.

Partner Portal is intuitive and simple to use which empowers business partners to quote, order and activate customers in minutes. Partners can impersonate customers to manage activations.

- Create quotes
- Place orders
- Emulate customers
- Activate users
- Prioritize failover
- Manage assets
- Search numbers
- Monitor usage

Drive Incremental Revenue

SIPPIO creates a strong link between recurring revenue and customer satisfaction with easy-to-consume and activate subscriptions. Partners recognize topline revenue with tax inclusive options.

Bundle subscriptions with personalized SKUs, value-rich service wrappers, cross-sell phones, or headsets, upsell call recording, eFax, meeting insights, contact center, and more.

- Own topline revenue
- Customize SKUs
- Add service wrappers
- Cross-sell/upsell
- Grow subscriptions
- Shorten pay cycles
- Increase predictability
- Control collections

Increase SaaS Velocity

Instill confidence with stakeholders and investors by having the cash register ring automatically without worrying about erosion, share shift, changing technology, or declining renewals. Drive and control velocity of offering 'as service' solutions for voice.

SIPPIO creates PPR (predictable partner revenue), lowers CAC (customer acquisition costs), raises ARPU (average revenue per user) and increases CTLV (customer total lifetime value).

Enhance Customer Value

Partners and carriers will increase customer retention by creating stickiness, delivering high-value services, and controlling costs. Focusing on long-term customer satisfaction by delivering value will increase revenue, renewals and reduce churn.

Upcoming features include: CPQ (configure price quote), virtual warehouse, ticketing and support management, and integration with ServiceNow, ConnectWise, and more.

SIPPIO Partner Portal Features

Partner Portal offers a robust set of features exceeding typical script automation. Highlights include quote to cash, a single pane of glass to the entire customer portfolio and total asset management. Add custom own SKUs, buy, or reserve numbers and impersonate customers to offer value-added services to gain predictability and agility in managing a successful voice practice.

Quote to Cash

A healthy voice practice starts with the ability to provide accurate customer quotes and turn quotes to orders. Quick activation of customers with voice capabilities drives more value from collaboration tools and brings revenue forward. Reduce accounts receivable and recognize top line revenue with billing and collection oversight.

Customer Portfolio

Partners and carriers benefit from the ability to oversee, manage, and act on behalf of the entire customer portfolio in a single portal. Offer value added services for moves, adds, changes, and more across the activated base. Provides all the features and functions of Voice Panel © for activation and user management.
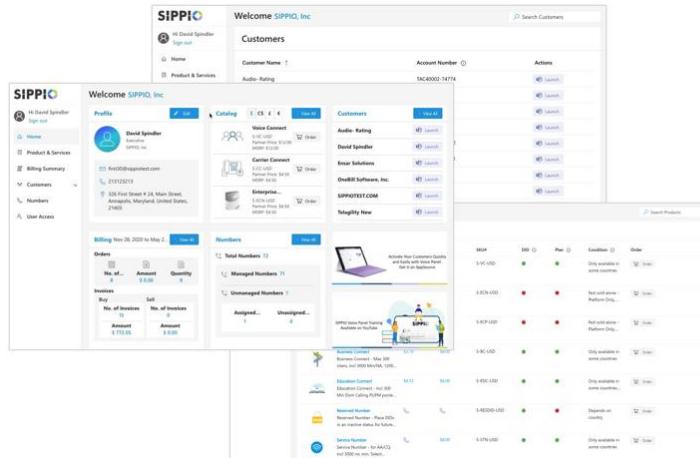
Asset Management

Access and maintain a complete inventory data across all phone systems. Easily add or reserve new numbers or begin the porting process to help customers migrate with ease. Robust policy management and routing capabilities ensures scale from the smallest user community to large, multinational enterprises across any vertical.

User Control

SIPPIO leverages the best security practices with MFA, password management, policies, idle management, and persona driven controls. The master controls access to all other users using Microsoft authentication and credentials. Customers control and provide permission grants to partners for work-on-behalf-of.

APIs

Extend the value of SIPPIO with APIs to integrate with existing systems and applications. Innovate to create incremental and ongoing value for customers by creating additional revenue streams.

- Azure Rest APIs
- .NET built
- Swagger packaged
- Token access
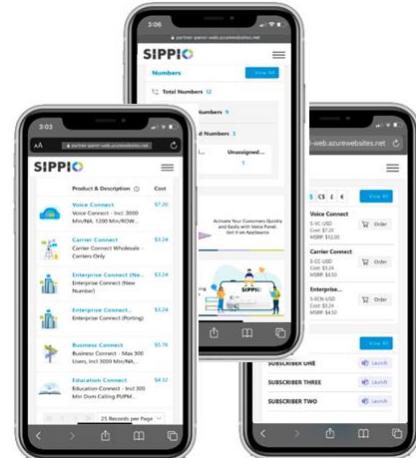- MSFT API Manager
- Documentation
- Version control
- and more….

Partner Portal is available on SIPPIO's website, works in all Standard Web Browsers or Mobile Devices
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