

Vantage Communications Unveils Commission Plan

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IP telephony provider Vantage Communications has unveiled its new Profit Booster Commission Plan for its channel partners.

The Profit Booster program is an exclusive Vantage Solution Provider (VSP) commission program that guarantees 50 percent-plus profit margins when selling a complete Vantage IP (VIP) Service solution that includes Cisco hardware, SMARTnet service and VSP installation.

In addition to premise equipment, maintenance and professional services margins, commissions of up to \$250 per station can be earned with the Profit Booster program.

"We are committed to the ultimate in our VSP relationships," said Robert Phelan, president of Vantage Communications. "We offer more than just a sales program. We believe that the right mix of training, project management, marketing support, quality recruiting and profit incentives are absolutely essential to building the right foundation of partners, in order to provide the best possible service to end users."

The company said some of the features of the program include a high close ratio and condensed sales cycles; up to 500 percent increase in equipment gross margin; protection of the partner customer base from competition; complete project management of installations and partner training; free marketing programs; and training dollars committed to Cisco classes for certifications.

Vantage Communications www.vantageip.com