



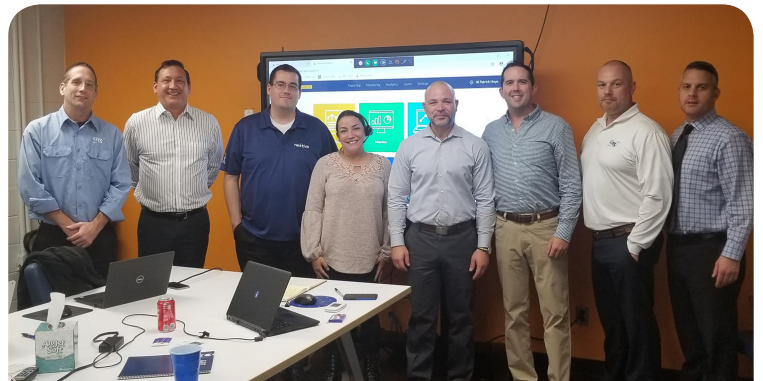
DIRECTIONS

Communication for Carriers, Consultants & VARs



Welcome to this edition of GTS DIRECTIONS, the monthly newsletter with updates and information for our family of over 100 VARs and referral partners, key carrier partners, and dedicated team of in-house solution consultants. This month's edition includes information on ...

- Nextiva – NEXT Level!
- Energyware – Lunch n Learn – LAST CALL!
- Security Forum – Dec 4th and 5th
- ATT Fusion – Nov 4th – 7th
- Q4 – Promotions and Spiffs to Note!



Nextiva — NEXT Level!



After a little lull in the action, GTS and Nextiva are re-focusing efforts to set up a big 2020! This week, Nextiva brought a pack of all-stars into the GTS office. This was no typical sales “pep rally.” While sales may make the world go ‘round, customer service and project support are what keep it spinning on planet GTS. So, while the GTS sales team and Nextiva channel leadership aligned resources to kick sales into high gear, our mutual project management and support teams also did a workshop together to share best practices and sharpen the systems to ensure smooth delivery for our future Nextiva customers. GTS will follow this up by sending channel managers out to NextCon in 2 weeks in Scottsdale, AZ. NextOS is here...and GTS will be ready to share the story with all of our sales partners on future UCaaS opportunities!

Energyware — Lunch n Learn — LAST CALL!

Do you want to learn how to increase your revenue and mindshare with your existing client base with a service they are looking at on their own? Do you want a new icebreaker to change your pitch for prospects that may not have responded to past attempts? Do you want to learn more about one of the fastest growing LED Retrofitting companies in the country – that happens to have built a successful channel by pairing with telecom agencies? Then join us for lunch at our GTS office on October 23rd and come spend some time with Energyware!



ENERGYWARE
Lighting the Way Forward

Who: All GTS Sales Partners

When: 11:30 a.m. – 1 p.m. Feel free to show up a little early or stay a little late if that fits your schedule better.

Where: GTS office @ 1501 6th Street, Detroit, MI 48226

What: Networking and Overview of EnergyWare products, processes, and services.

Why: Make more money and increase your value-add mindshare with your customer base!

Contact sales manager Bob Chernock @ 313-371-9440 or e-mail chernock@gtsdirect.com to let us know what additional information you would like to see communicated in future editions of DIRECTIONS.



Security Forum — Dec 4th and 5th

Calling all partners! Be sure to SAVE THE DATE for our premier event of Q4. This will be a dynamite event with content you cannot afford to miss. Sales partners that don't have a grasp on what their customers are doing for Cybersecurity will start to lose mindshare with their existing clients quickly. At the very least, you need to comprehend what is happening out there. And better yet, sell it!

Participating Vendors will be: **Verizon Business (Premier Sponsor), Cato Networks, Oliver Gregory, and Mako Group.**

Dec. 4th: Partner Event. 4 – 6 p.m.

Location: Andiamo Detroit – Riverfront (Valet Parking available behind Ren Cen, parking can be validated inside the event) 400 Renaissance Center Suite A - 403, Detroit, MI 48243

Participants: All GTS partners are invited! We will have a 20 minute presentation/overview from each vendor, and then we will have a roughly 20 minute Q&A with all 4 companies casually speaking and answering questions from attendees. The format will be a "grab and go dinner," so attendees will place an order upon arrival and then have a hot dinner ready to go when they leave to take home to their family or friends as a "thank you" for attending!

Dec. 5th: CIO Event 8 – 10 a.m.

Location – Detroit Athletic Club, 241 Madison, Detroit, MI 48226 // (313) 963-9200

Participants: C-Level Executives and Decision Makers from Mid-Market to Small Enterprise clients. We are targeting 15-20 companies to be in attendance; GTS already has 5-6 companies locked down to attend. If you have a client that would appreciate this event, please invite them! Continental breakfast will be served. Partners may attend if they are bringing a client and want to accompany them. This will be a star-studded panel providing extremely valuable content to business decision makers as they plan their Security Initiatives for 2020 and beyond...

AT&T FUSION

Time to pack the bags again! GTS will travel to Dallas, TX for the premier annual AT&T event – ATT Fusion on Nov 4-7. This is a "can't miss" event for all major Solution Providers nationwide. GTS leadership as well as project management team will meet for several days making sure that GTS is in best position to service and support all of our valuable sales partners. With the pricing that AT&T has been offering nationwide for DIA (both broadband and fiber), Mobility, and sizzling hot products such as ZScaler, Digital Defense, AlienVault, O365, etc., now is the time to talk to GTS about where AT&T fits into your Q4 sales strategies!



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Q4 —Promotions/Spiffs of Note

- Windstream is offering 4x Spiff for UCaaS/CCaaS, SD-WAN, DDoS Mitigation, and Fixed Wireless new logo sales on a 36 month term made in October 2019.
 - Windstream is also offering additional residual commissions on UCaaS, SD-WAN, and DDoS Mitigation on a 24 month term sold through 3/31/20.
- **NetFortris offering 6x SPIFF on UCaaS orders placed in Q4. Offer expires on 12/31/19.**
- Nextiva offering 4x Spiff on sales of \$1,000+ MRC and 3x on sales from \$100-\$999 MRC. Offer only for orders on a 36 month term and running through the end of 2019.
- **Calltower offering 3x Spiff on orders of \$3k+ minimum revenue on a 36 month term through the end of 2019.**
- **[Google + Salesforce + Vonage](#).** By connecting G Suite with Salesforce, Prodoscore, and its own unified communications platform, Vonage has improved sales practices, productivity, and internal collaboration among employees, while enhancing engagement with customers for deeper relationships and optimized B2B sales.
- **Call Harbor – 3x Spiff on a 36 month term on UCaaS orders placed in Q4. Offer expires on 12/31/19.**
- 123 Net – 2x spiff on a 3 year term and 3x spiff on a 5 year term. Offer expires on 12/31/19.
- **Vonage Business – GTS Partners Qualify for 2x – 5x Spiff on all New Sales! Term length (1-3yrs) and total user count determine the final multiplier. Contact GTS for more details. Expires 12/30.**
- Mitel Cloud has 3x spiff (or more) on all qualifying UCaaS sales in Q4.
- **8x8 is offering a 6x Spiff for all new customers on 3 year terms!**

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