



### TeamLogic IT of Mountain View

Franchise headquarters  
Mission Viejo, California

TeamLogic IT® of Mountain View provides a full array of managed IT products and services to customers looking for a one-stop technology shop. As a VTech channel partner, the company has experienced an added revenue stream from its highly profitable phone business.

[teamlogicit.com/mountainviewca](http://teamlogicit.com/mountainviewca)

### VTech Channel Partner Program

VTech channel partners can gain revenue, increase their client base and improve brand recognition by selling VTech and AT&T business phone products. Partners receive compelling margins on equipment sales and also generate additional revenue through phone installation, cabling and network set-ups.

[partner.vtech.com/become-a-partner](http://partner.vtech.com/become-a-partner)

## VTech Channel Partner Program helps TeamLogic IT of Mountain View increase their phone business revenue

TeamLogic IT of Mountain View turned to the VTech Business Solutions Group to provide their clients with business phone solutions. Since joining the VTech Channel Partner Program in 2011, they have been selling and installing a full spectrum of scalable and feature-rich solutions, including VTech ErisTerminal® SIP phones, VTech ErisStation® conference phones and AT&T Synapse® business phone systems.

“The partner program certainly brings in a lot of additional revenue for our company,” says Jon Simms, president and owner of TeamLogic IT of Mountain View.

With access to VTech- and AT&T-branded phone products compatible with a broad range of services and platforms, Simms can propose a phone solution to fit each client’s unique needs and preferences regardless of business size or industry.

### Phone opportunities and so much more

New projects often come from referrals or references given by happy clients.

For example, an accounting firm hired TeamLogic IT of Mountain View to install an AT&T Synapse system. They were so happy with the experience, they soon recommended TeamLogic IT to another business looking for IT services. The business—a technical acceleration firm—then hired TeamLogic IT as a single provider for both phones and IT.

And the opportunity didn’t stop there.

The \$13,000 phone project would eventually result in an even bigger payday, totaling about \$170,000 in revenue. In addition to the phone installation, the technical acceleration business hired TeamLogic IT to cable their building, build out their network, purchase and install a surveillance system, purchase and install a server and provide ongoing managed services for themselves and their accelerator tenants.

“We happened to come in with the right set of tools they needed, and it worked out,” Simms says. “I love selling the AT&T Synapse phone system.”



Synapse feature deskset  
SB7030

## An easy sell

It's not difficult for Simms to convince people that VTech business or AT&T Synapse phones are a good fit.

If a customer hesitates to replace an old system, Simms reminds them of the benefits that come with high-tech solutions like the VTech ErisTerminal or AT&T Synapse phone systems.

Technology, including flexible cordless options and auto-attendant, helps businesses connect with their customers faster and easier.

Besides the high quality of the phones themselves, best-in-class warranties (up to five years) ensure customer confidence and satisfaction. If a replacement phone is needed, VTech sends customers new and advanced warranty replacements to eliminate the hassle of returning product before receiving a replacement.

## The VTech relationship

VTech Channel Partner Program participants can take advantage of benefits, including free training, product promotions and sales, and technical support—which often come in handy.

TeamLogic IT can directly call the dedicated VTech technical and account management team whenever they need help with an installation or have a question about the capabilities of a system.

The program also helps participants, including TeamLogic IT, connect with potential clients. Partners can drive new business by taking advantage of money available through the program's generous market development funds (MDF) program. VTech also funnels opportunities to those partners selling Synapse products via an online partner locator. Demo-equipped partners can receive qualified leads.

"It's been a good program, and I feel like I'm connected to VTech as a company, much more so than any of my other providers," Simms says.

*"VTech has been a great company to work with," Simms says. "The VTech Channel Partner Program has been helpful to my business, and I feel like I've got something above and beyond what other managed service providers can give their customers."*

To learn how you can become a VTech channel partner, go to [partner.vtech.com/become-a-partner](http://partner.vtech.com/become-a-partner) or call 888-913-2007.