

OpenVox & Software Provider Partnership Proposal

On Mini IPPBX Kit IX100

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I. About OpenVox

OpenVox® Communication Co., Ltd dedicates its passion in supplying Open Source Computer Telephony hardware and software products. With the people's expertise in design and service experience, we provide professional quality products worldwide and a 3-month "no questions asked" return policy for all OpenVox branded hardware.

II. The SMB Market Opportunity

1. Global Market Opportunity

\$4.25B in 2006 to become \$5B+ in 2009 (500 staff & under)
Over 60% have less than 20 employees

2. Fast Growing Market

Over 700,000 new businesses are created every year.
This is the market we can not afford to miss, neither can you.
The market is moving faster than ever before, you should too.

III. OpenVox IX100

Basic Features of OpenVox IX100

OpenVox IX100 uses AMD Geode LX800 CPU and has 2 Mini PCI slots inside which are perfectly connected with OpenVox Mini PCI cards. It can support mixed FXS/FXO/ISDN BRI ports with wireless WIFI function. Besides, there are 2 Ethernet channels (Via VT6105M 10/100) and 2 USB2.0 which can be used to expand wireless/router functions.

System Configuration:

PC Engines™ Alix 2C2 Industrial Motherboard—AMD LX800 CPU
/256MBDDR /2x10/100 NIC /2x USB 2.0 High Speed Host

OpenVox Card Options:

A400M modular Mini PCI FXS/FXO card up to 4 ports
B400M modular Mini PCI BRI card up to 4 ports
B200M modular Mini PCI BRI card up to 2 ports
B100M modular Mini PCI BRI card 1 port

PFM100 BRI power supply can support up to 8 NT ports (2XB400M)

Basic Data:

Size: 3.5cm tall, 40.3cm wide, 15.6cm deep

Weight: 1kg for base configuration + 0.4kg power supply unit

Target Software & Platform:

Asterisk®, Zaptel, Bristuff, mISDN, ISDN4BSD, m0n0wall® (open source firewall)

FreeBSD®, Askozia, Voyage-linux, AstBoxLinux

Target Market

The IX100 is mainly designed for small business up to 20 employees.

IV. X[Q[] & Software Partners Proposal

There are two types of partnership with VoIPon regarding the IX100.

Type I Software partners are in charge of porting a proper distro over the IX100 hardware platform and then bundle it with IX100 to make their own IPPBX. They sell the whole PBX with software solution to customers and provide software support as well. OpenVox will provide all hardware service for IX100, except the Alix 2c2 motherboard which enjoys officially 1 year warranty from PC Engines (<http://www.pcengines.ch/rma.htm>)

Here are different options the software providers may choose from what OpenVox can provide for type I partners.

- A. ~~XXXXX~~ X[Q[] will provide hardware device to partners this way: OpenVox cards + IX100 Box (including PSU and cables) + Alix 2c2 motherboard (optional). The rest design is left for partners.
- B. ~~XXXXX~~ X[Q[] will also provide one-stop solution to partners: OpenVox cards + IX100 Box (including PSU and cables) + Alix 2c2 + Customized print design of the IX100 + Customized package + Other requirements.

Type II Software partners are interested in porting a proper distro over the IX100 hardware platform but do not wish to make their own IPPBX with IX100. Meanwhile, they will provide related software support to those who are using their software solutions in IX100. In return, here is what OpenVox can provide for type II partners.

1. ~~XXXX~~ X[Q[] will] ! [çã^ hardware samples at favorable price for so-c æ^ partners to work out a proper software solution for IX100.
2. ~~XXXX~~ X[Q[] will promote and actively recommend the software providers to OpenVox current channel customers.
3. X[Q[] will list the software providers as our software partners in OpenVox website; the software partners shall list OpenVox as partner in their websites.

The above two types are general cooperation models between OpenVox and Software Partners. For specific details, you may contact your X[Q[] account manager.

QAQ & Answers

Q: How do I make profits over IX100?

A: You can bundle your software over IX100 to make your own IPPBX and offer service to add value.

Q: Will OpenVox make its own software solution for IX100?

A: No, our software partners and channel partners will provide the software solution and service; we only provide hardware for IX100.

Q: Will OpenVox sell IX100 to end users?

A: No. We will not sell IX100 to end users, but only to distributors and system builders.

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