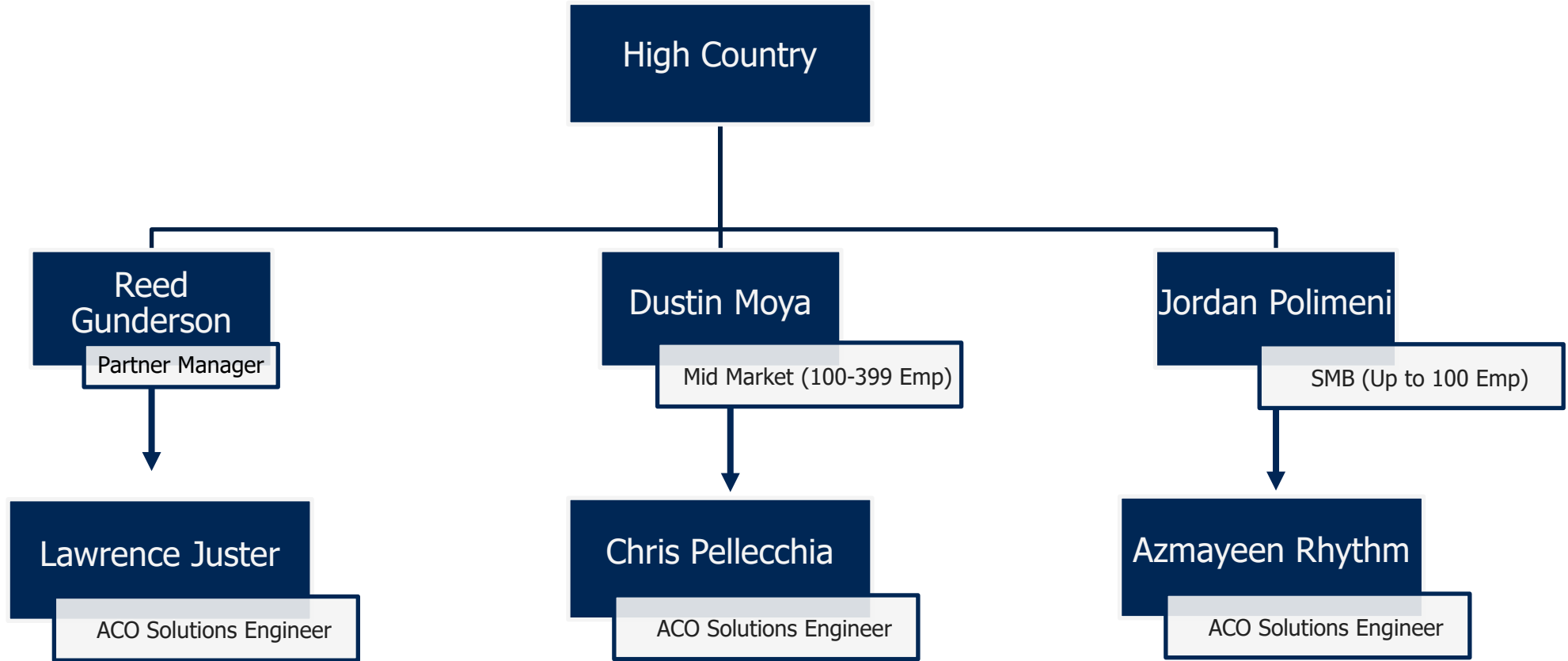


Simpler Communications



Avaya Cloud Office Sales Resources



Majors (400-5k Emp)

Enterprise (5k+ Emp)

Verticals – Gov't, Edu, Fin Serv, Healthcare

Strategic Partnerships



- RingCentral exclusive UCaaS Partner of Mitel. 35M Users WW.



- ACO is white-labeled RingCentral. Over 1M customers WW.



- Compete or Complete Solution. Direct Routing Integration.

Mitel endpoints support

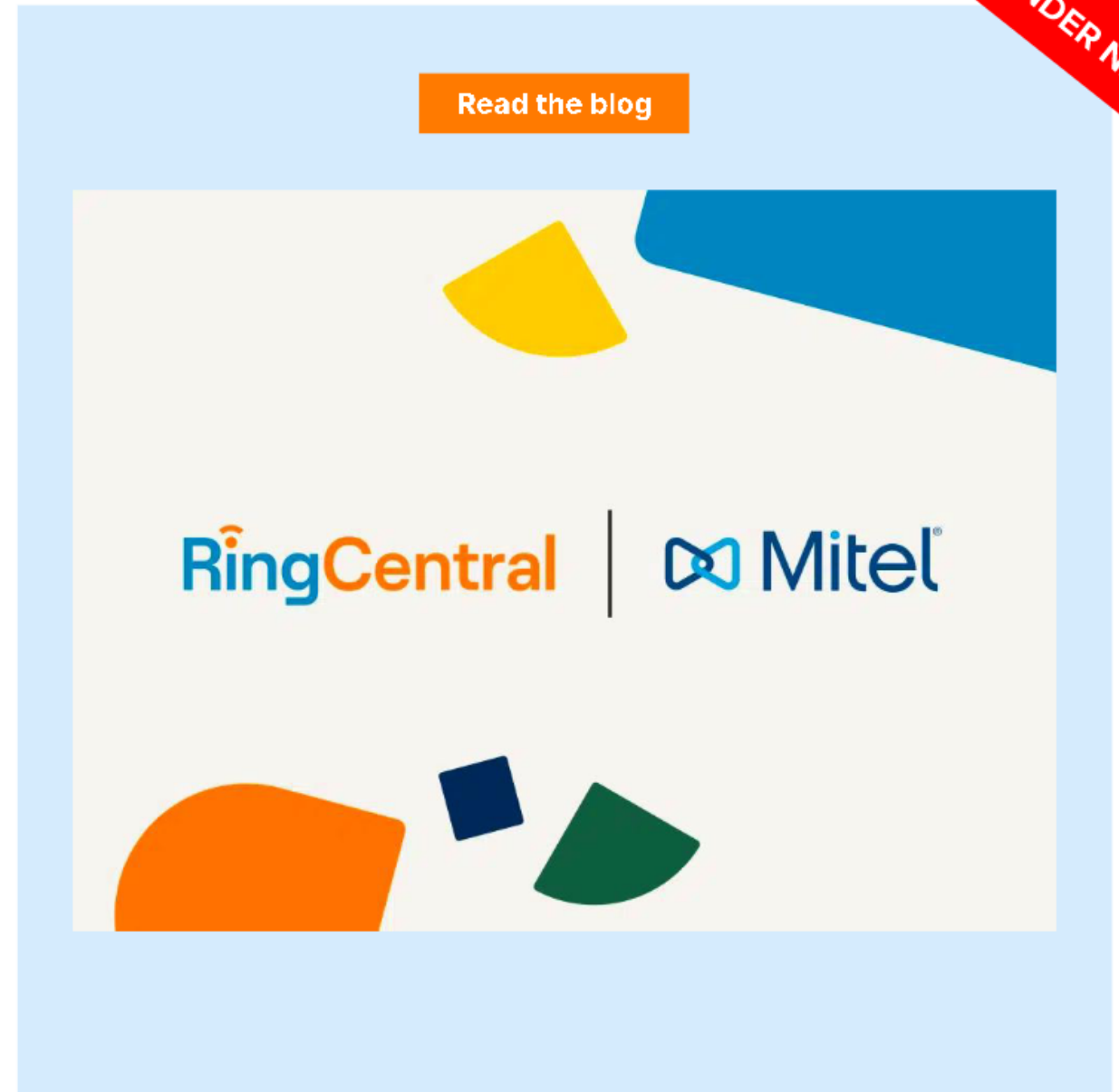
We're jointly excited to announce that Mitel's flagship **Mitel 6900 IP Desk Phones** are now officially certified with **RingCentral MVP**, our industry-leading cloud communications platform.

This includes the following desk phones: **6920**, **6930** and **6940**

Initial Mitel and RingCentral certification include advanced features that **empower hybrid teams** with integrated, easy-to-use features such as **assisted provisioning integration**, Busy Lamp Field (BLF), call recording, common phone (hot desking), analytics, and many more.

Zero Touch Provisioning will also be available to Mitel customers in the US, UK, and Canada around May 2022.

Availability	Q2 2022 (USA, UK, Canada) Q3 2022 (FR, DE, CH, AU, AUS, SL)
Coming soon for Mitel phones	US, UK, CAN + France, Germany, Switzerland, Austria, Australia, Netherlands Mitel 6863 (AP) (22.2.2) Mitel 6865 (AP) (22.2.2) Mitel 6867 (AP) (22.2.2) Mitel 6869 (AP) (22.2.2) Mitel 6873 (AP) (22.2.2)



A dark blue background features a large white circle in the center. Surrounding the circle are several colorful, irregular shapes: an orange square at the top right, a light blue teardrop shape to its right, a blue square at the bottom right, a yellow square at the bottom left, a green circle to the left, and an orange semi-circle at the top left. Below the text, there are two horizontal yellow brushstroke lines.

RingCentral Advantages

What sets us apart?



99.999%

Uptime over the
last 12 quarters

44

Countries with local
cloud PBX service



Open platform

Open APIs and App Gallery

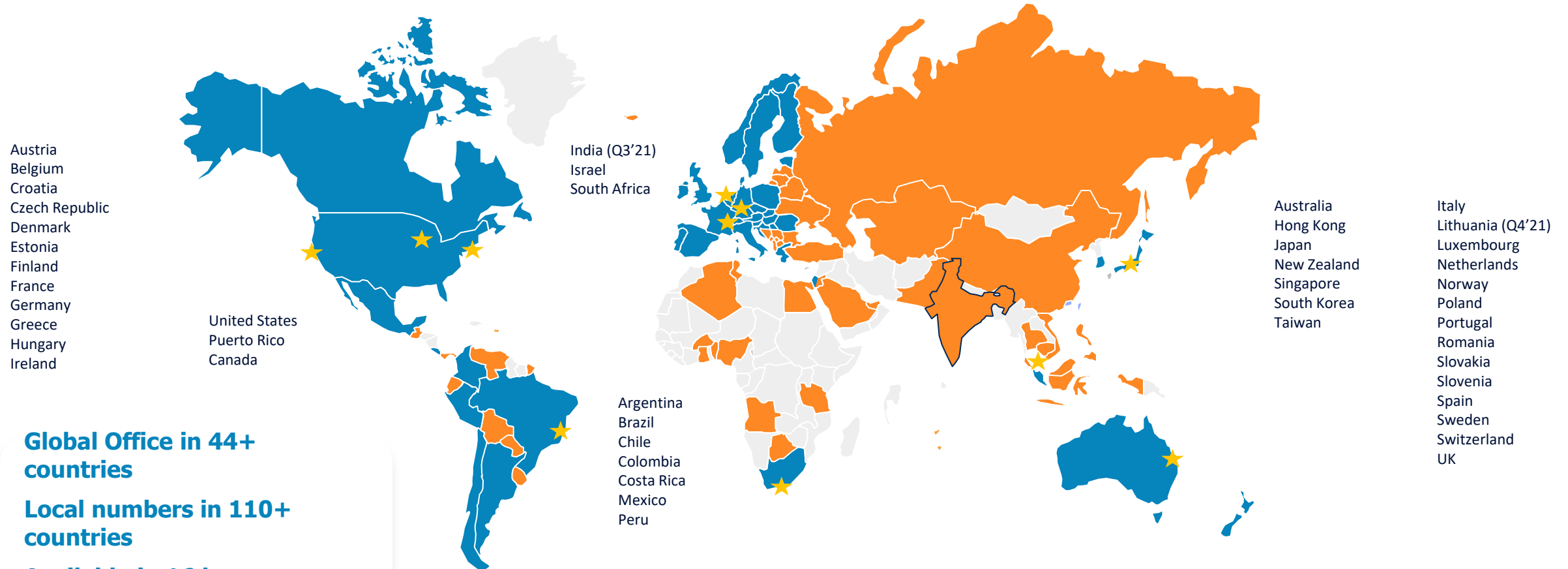
Cloud PBX access and availability across the globe

- Global Office
- Local numbers
- ★ Points of Presence

INDUSTRY FIRST

Announcement on Sept 15, 2021

RingCentral will become the first global cloud provider to offer Unified Message, Video, Phone services for global clients with business in India



Global Office in 44+ countries

Local numbers in 110+ countries

Available in 16 languages

BYOC in every country*

*Except where prohibited by law

Flexible Open-Source Platform

- Integrate your essential business apps
- 250+ out-of-the-box integrations including:
 - Productivity, Customer Service Support, CRM, Financial Services, Healthcare, AI, and more
- 2500+ private and public custom apps
- Over 500 API Endpoints to build workflows
- Support for APIs and SDKs
- Self Service Developer portal and sandbox





The RingCentral Solution

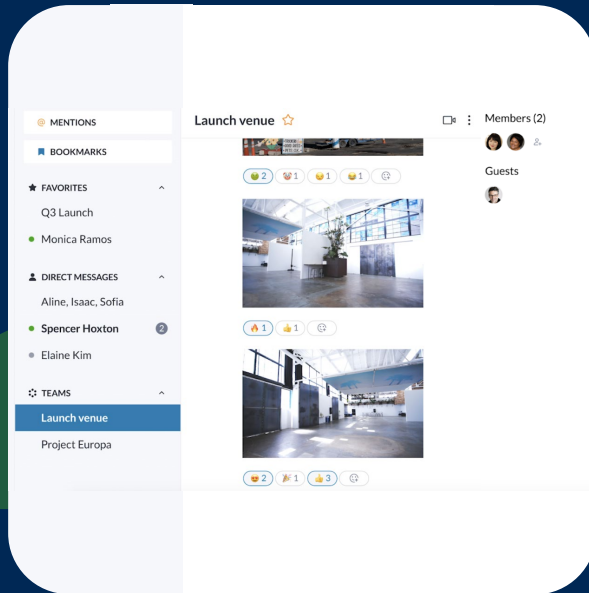
Message
Video
Phone

Easy | Flexible | Smart

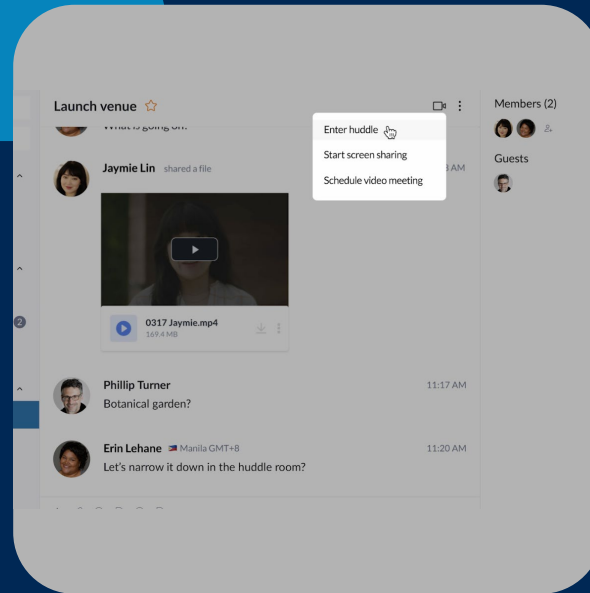
The screenshot displays the RingCentral user interface. On the left, a navigation sidebar includes icons for chat, video, phone, and profile, with corresponding menu items: MENTIONS, BOOKMARK, FAVORITES, and DIRECT MESSAGES. The main chat window shows a conversation with the 'Product Team'. A video call overlay is active, showing two participants: a woman in a blue shirt and a woman in a dark patterned shirt. The video call interface includes a header with '3 Participants' and '08:32', and a bottom toolbar with icons for microphone, video, screen share, participants, and chat. The chat history on the right shows a message from Lisa Nyman with a 'Q2 Review' bar chart and a PDF attachment, followed by a message from Tom Goodwin and a notification from Sara Bennet that a video call is in progress with a 'Join' button.

Message & RingCentral App

It's never been easier to connect inside a single app



Messaging with file sharing, notes, tasks, videos, gifs, emojis, rich text, image annotation



Message as the asynchronous glue for synchronous phone and video



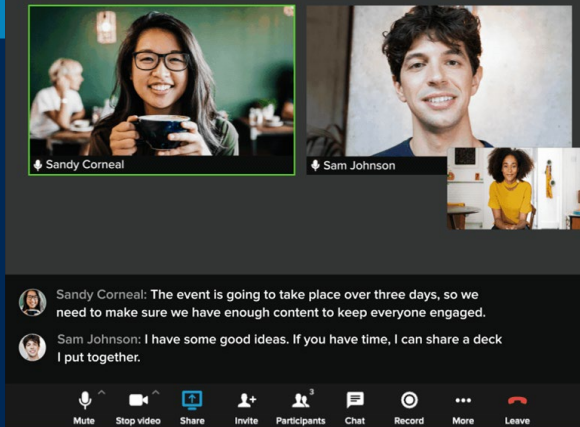
Free messaging and video for entire org and external guests with centralized administration

Video

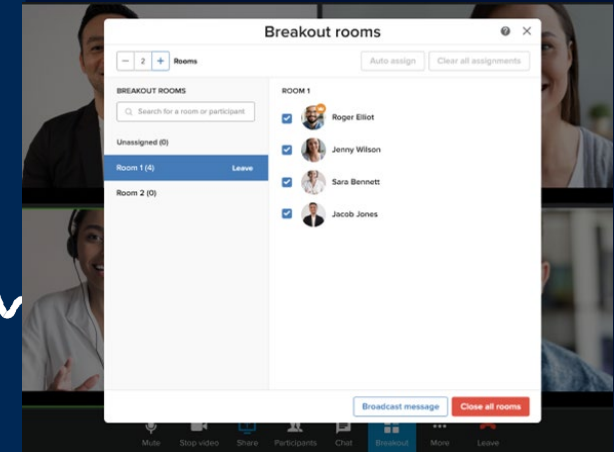
Smarter meetings for hybrid work



Easy, no download
join for guests with
full-featured experience



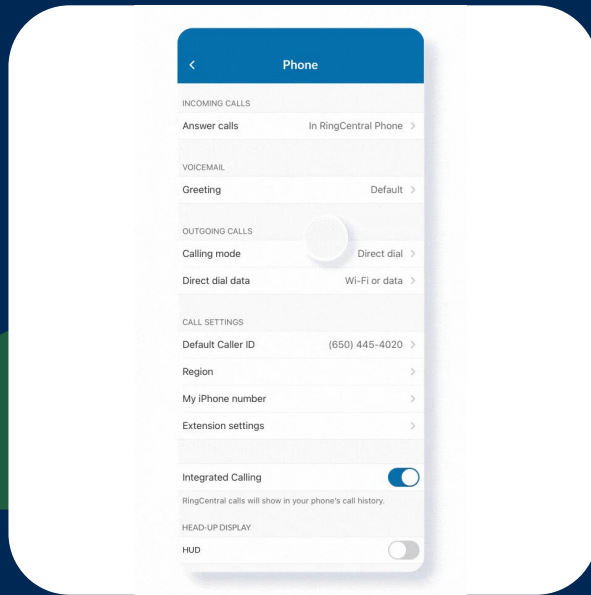
Powerful AI-driven capability -
Advanced meeting insights, live
transcriptions, closed captions,
virtual backgrounds, and more



Full featured - breakout
rooms, whiteboards, remote
desktop control, and more

World-class Phone System

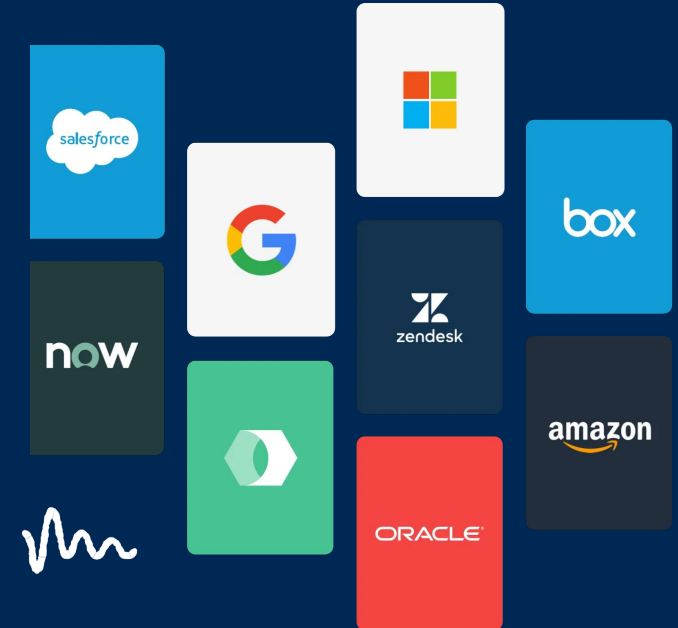
Powering every basic and advanced use case across mobile and desktop



Advanced cloud PBX capabilities extended to mobile



A variety of RingCentral cloud phone solutions for Microsoft Teams (integrations + direct routing)



Unchallenged depth, breadth, and quality of integrations: 500+ APIs, 275+ pre-built integrations

RingCentral Webinar



RingCentral Expands MVP By Offering Built-in Webinar

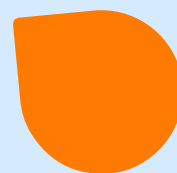
Messaging, video, phone and now webinar in one award-winning UCaaS solution.

Free until Phase 3 release in summer. Buy Phase 2 license for \$0.00.

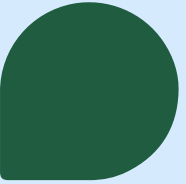
MVP license required.

Availability	Phase 1 GA April \ Phase 2 Summer 2022
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Geos	USA, CA, UK, EU, AU.
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RingCentral Webinar



Super Easy Set Up

- Create webinars in seconds
- Features include attendee polls, Q&A, chats, and more.
- One app for all. Messaging, video, phone, webinars seamlessly together.
- Attendees join on browser or app.
- Same RingCentral security and reliability customers expect



Remote Desktop Control



Remotely control another participant's desktop to quickly resolve their IT issues.

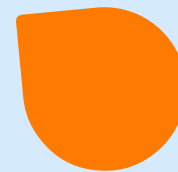
- **IT can request** control when another participant is sharing their screen
- **Presenter can request** another participant take control of their mouse and keyboard

Key Benefit:

- Simple and intuitive. Instead of spending hours on the phone describing IT issues, IT can now directly jump in and fix issues without having to prescribe technical instructions to the user.

Geos

All MVP customers using RingCentral Video



Customer Experience

RCCC | Engage Voice | Engage Digital



WE MEET OUR CUSTOMERS WHERE THEY ARE

Our collaborative communications vision

CX

Customer
Communications



EX

Employee
Communications



GLOBAL | MOBILE | OPEN | TRUSTED

RingCentral Contact Center = Nice CXone + RC MVP

NICE CXone Contact Center capabilities

- ACD with Skills-based Routing
- Advanced IVR with Visual Flow Designer
- Click-to-Call
- 30+ digital channels with Omnichannel Routing
- 90+ real-time and historical reports
- 300+ APIs for integrations with third-party apps
- Advanced Voice Recording
- Quality Management
- Screen Recording
- Workforce Management
- Performance Management
- Interaction Analytics
- Feedback Management
- Predictive, progressive, and preview dialer
- Salesforce, Microsoft, Zendesk, Service Now, Oracle, SugarCRM, SAP, Netsuite and Bullhorn CRM integration adapters

RingCentral Value Adds from UCaaS Integration

- Telephony savings - 50%
- High-quality voice & reliability - 5 9's
- Global calling & numbers - 44+ local Voice POPs + local numbers in 100+ countries
- Online self-serve global number procurement
- Company wide collaboration via MVP
- Global directory
- Integrated presence
- Expert access
- Pulse real-time notifications
- Custom routing from back/front office to contact center
- One vendor relationship
- SSO
- Simplified pricing
- Consulting services
- Worldclass Professional Services & support

Survivability solutions



RingCentral persist

In the case of an **internet** outage, Persist Gateway acts as a **failover** solution to maintain **phone** service. Easy management through RingCentral Service Portal.



SD-WAN partner program

Pre-integrated solution with SD-WAN partners for instant **failover** and voice/video **traffic prioritization**.



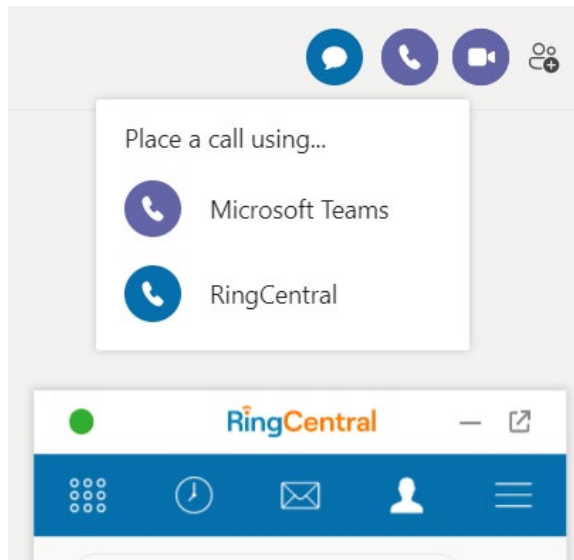
MS Teams Demo



RingCentral and Microsoft Team Integrations

1

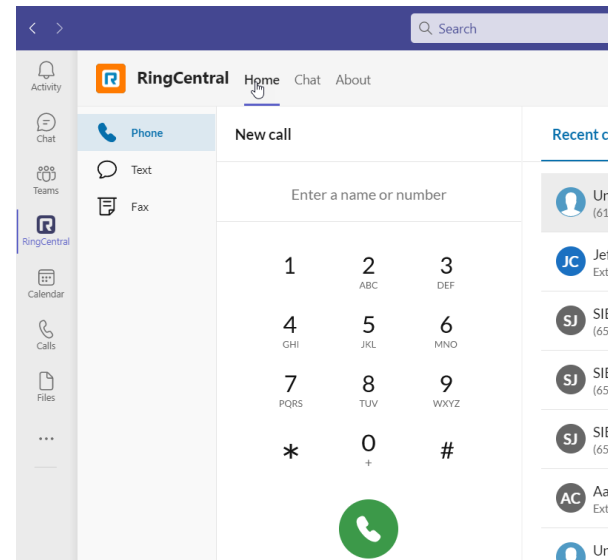
Chrome Extension RingCentral for Microsoft 365



- Requires Chrome Extension install
- No Teams Phone or Calling Plan required
- Web Based Only

2

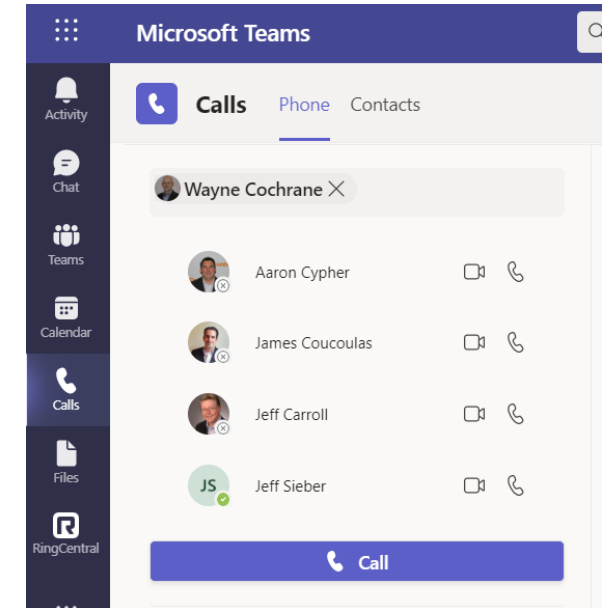
Embedded Dialer RingCentral for Microsoft Teams



- Requires RC App install
- No Teams Phone or Calling Plan required

3

Direct Routing RingCentral Cloud PBX for Microsoft Teams



- Native Teams Experience
- Will require MS Teams Phone and/or calling plan licenses

EARN AT EVERY TURN.

RINGCENTRAL IS SHIFTING INTO HIGH GEAR, REWARDING PARTNERS WITH BONUSES FOR BOTH LEADS AND OPPORTUNITIES FROM ANY ORGANIZATION WITH 1 TO 4,999 EMPLOYEES.

Between now and June 30, 2022, partners who submit qualified net-new leads over target and have those leads progress to opportunities will get:

\$250

for each net-new lead registered over target with RingCentral

\$250

for each lead converted to opportunity





Let's transform healthcare.

RingCentral is rewarding partners with bonuses for leads and opportunities in the healthcare industry.

Between April 1 and June 30, 2022, select partners who **submit qualified net-new healthcare leads** and have healthcare leads progress to opportunities will get:*

\$250
for each net-new lead registered with RingCentral

\$250
for each lead converted to opportunity

Questions? Reach out to your RingCentral Partner Success Manager for more information.

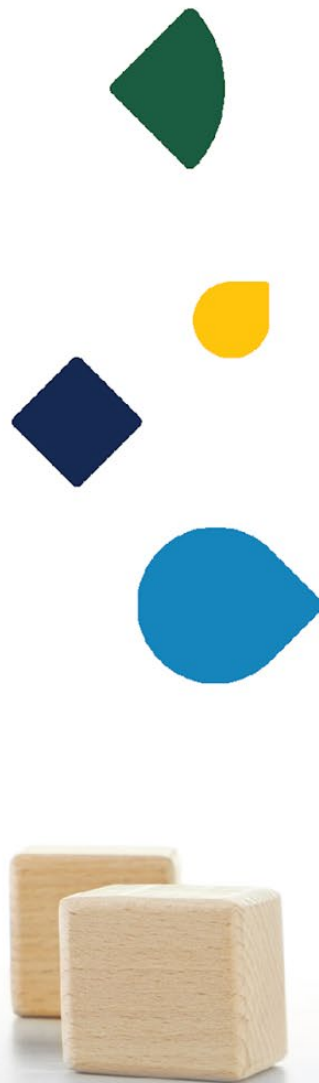


Stack Your SPIFF!

RingCentral Partners
can earn up to

8X
MRR

by selling MVP.



How much can you
build up?

First, start with:

4X MRR

on all RingCentral MVP deals
with a minimum 2-year contract*

Then, add:

+2X MRR

for all annual prepaid RingCentral MVP
deals*

+2X MRR

for all UC+CC deals*

Boost your Bonus!

RingCentral Partners can earn up to



8X MRR

by selling our Customer Experience solutions.

Watch your earnings soar to new heights.

First, start with:

6X MRR

On all RingCentral Customer Experience deals with a minimum 2-year contract*

Then, add:

+2X MRR

for all annual prepaid RingCentral Customer Experience deals*



RingCentral

Questions?

