NETCONNECT

Workforce Continuity Impacted by COVID-19

Allan Sarkis
Group Executive

BENEFITS OF TODAY'S SESSION

CASHFLOW

MAINTAINING RELEVANCY

KEEP COMPETITION AT BAY

NETCONNECT

NETCONNECT

Workforce Continuity Impacted by COVID-19

Roger Golland
Presenter

Today’s Agenda

01 THE NETCONNECT SOLUTION

02 BENEFITS TO THE CUSTOMER

03 BENEFITS TO THE RESELLER

RAPID
Provide customers a quick, inexpensive and simple **Work-From-Home solution.**

RELEVANT
NetConnect keeps your solution suite relevant in these challenging times.

ENABLER
Enable new technologies that **support Business Continuity.**

SUPPORT
Maintain a close relationship with customers helping them to ride-out current challenges.

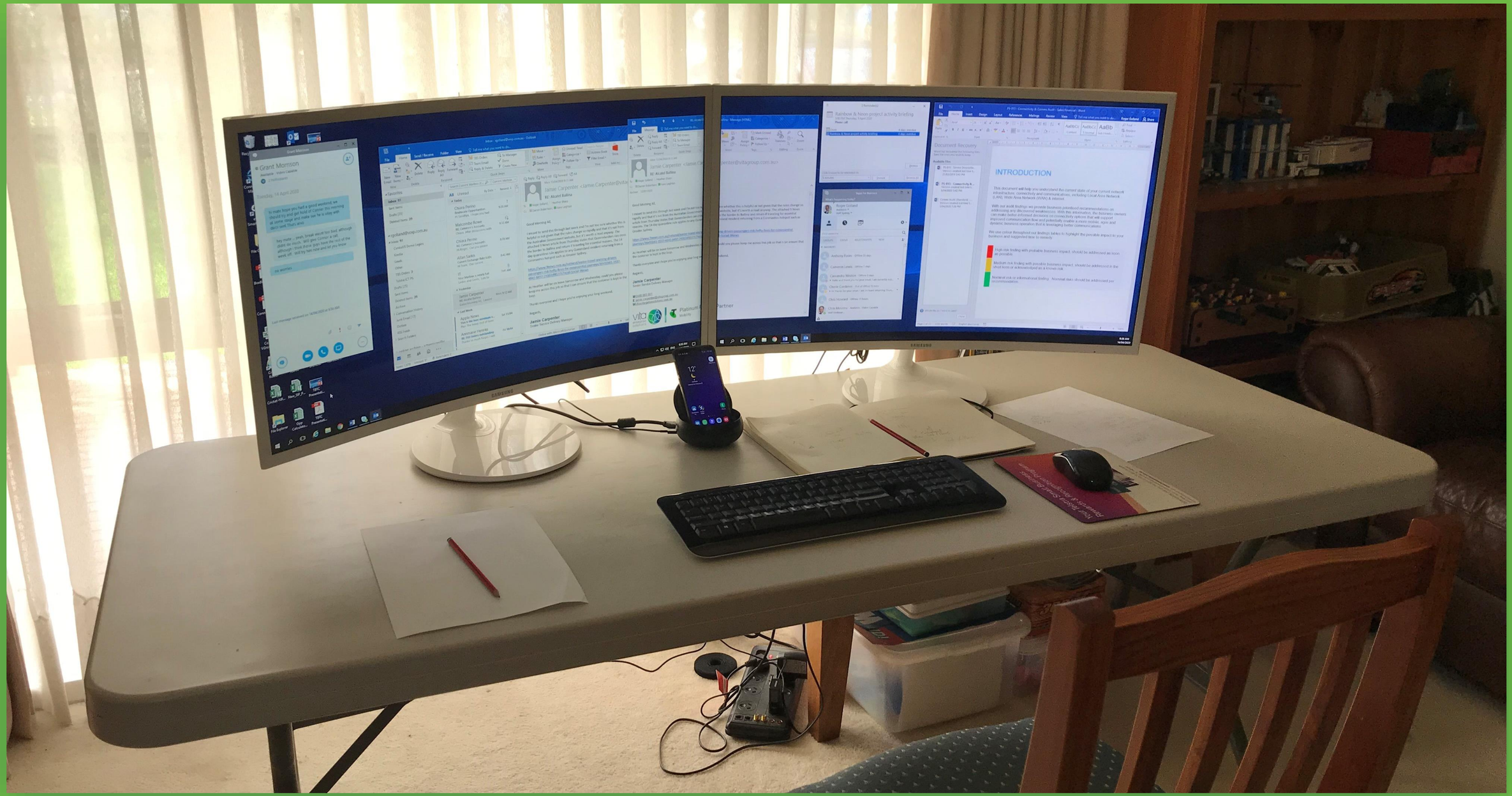
THE NETCONNECT SOLUTION

NetConnect offers rapid enablement of work-from-home capabilities. We do this by;

- Providing a simple solution that can be deployed with **zero-touch.**
- Support for existing BYO devices (staff can use their own equipment)
- Enabling mobility – staff can work from anywhere
- Ensuring customer's IP is secure

This allows you to build ongoing engagement and increase loyalty with your customers.

NETCONNECT

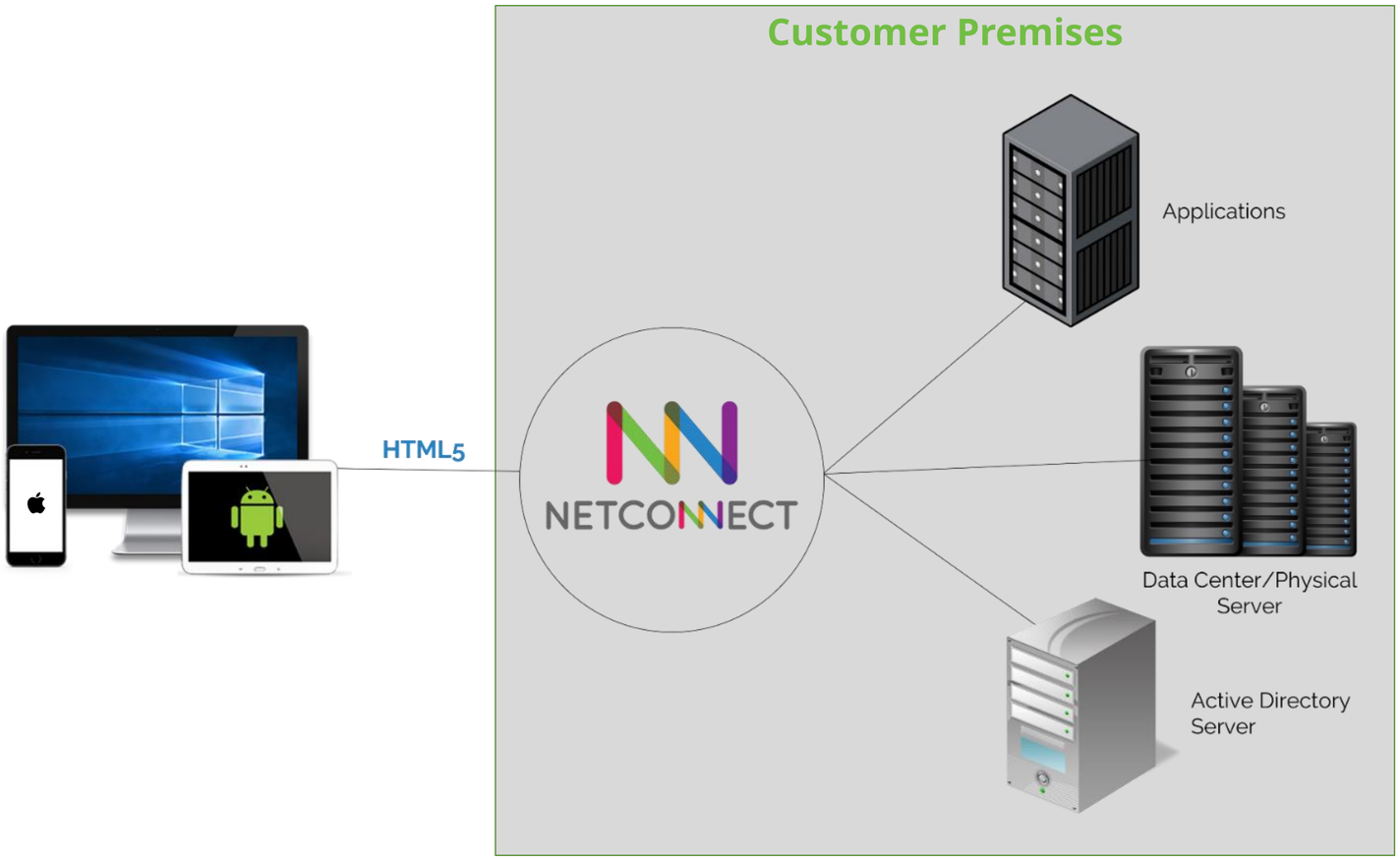

Grant Morrison
INTRODUCTION
NETCONNECT

How NetConnect Works

Operate on any Network
Users can access their office using any internet connection (NBN,4G/3G) via the existing office internet.

App or Browser
NetConnect supports any end-user device with connection to their desktop available through our mobile app (iOS & Android) or web browser

Safe & Secure
NetConnect operates with a built-in SSL certificate and Two-Factor Authentication meaning every user is protected with maximum security. No data is stored on the end-user device.



Network Diagram – Where We Install NetConnect

NETCONNECT

WHY CUSTOMERS BUY NETCONNECT?

Remote Working

Rapid enablement of work-from-home capabilities. Easy to configure and use.

Any Device

Access your own PC on any device using the App or Web Browser.

Secure

All remote working connections are provided through SSL and 2FA.

Local Printing

Users can print to any printer either at home or external to the office.

Cost-Effective Support

Reduce support issues on remote hardware.

Simplified Environment

No dedicated VPNs or Firewalls. Deployed either to company server or individual PCs.

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Customer Connections
Remain connected and of value to your customers.

Recurring Revenue
Continued cash-flow through annuity commissions

Quick To Start
Quick and easy to deploy – deployment services available if needed.

Increase Sales
Increase your customers' loyalty to your business and maintain sales during COVID-19.

BENEFITS OF NETCONNECT FOR RESELLERS

Offer your customers the ability to keep their business operational while under lockdown allowing them to retain staff and remain connected. NetConnect keeps you relevant to your customers' needs while your competition is scrambling for ideas. This is a great conversation starter to introduce other business enablement solutions you may already sell, allowing you to grow new areas of revenue.

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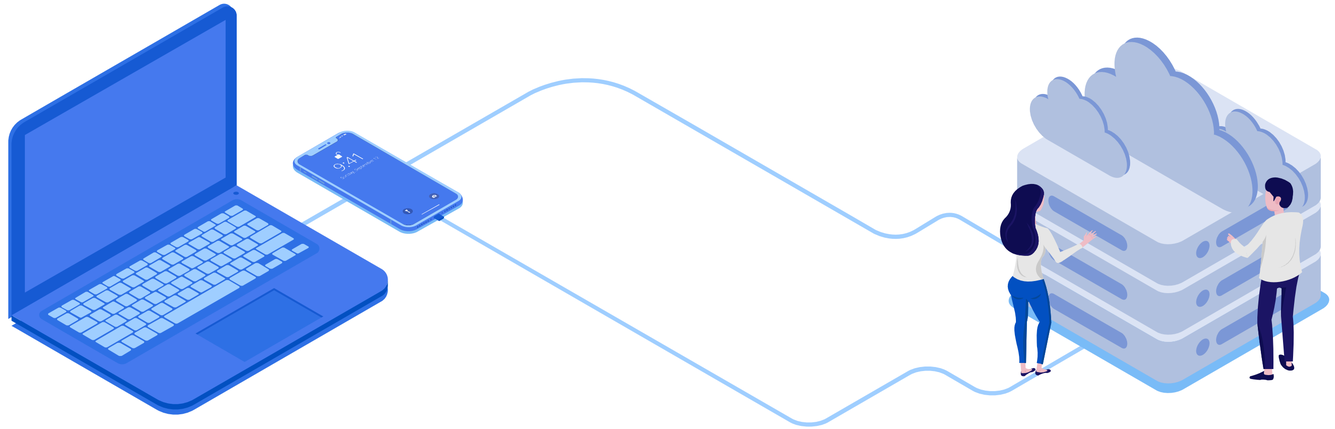
Ideal Customer Profile

NetConnect is an ideal solution for customers who have similar needs to those below



01
Mid-Market

Businesses with **5-50 remote employees.** Need to enable staff to work remotely. For example an Electrician may want Admin staff at home but Sparkies on the road.

02
Remote Work

Immediate requirement for staff to **work remotely** due to COVID-19 but not sure how? How are admin staff accessing the network – is it secure? Access & use individual PCs that must be kept in the office.

03
On-Premise

Customers who need staff to access and use **on-premise only software** (i.e. Accounting, Stock Control, Appointment Bookings). Assure these customers no data will ever leave the office – only allow remote screen control.

04
Cost Conscious

Want the remote working capability but **can't afford** major infrastructure changes. NetConnect enables work-from-home for as little as $xx per user per month. With minimal or zero capex to get started.

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What NetConnect offers your business?

New Source of Revenue
Diversify your current solutions suite beyond 'Voice & Data'

Problem Solver
Solve real problems not opportunistic

Unique Offer
Attract new customers with a unique work-from-home solution

Annuity Revenue
Build ongoing revenue streams from your existing customer base

Upsell Cloud
Leverage NetConnect to sell hosted-compute platforms, managed services and helpdesk

Hosted-Compute
Access our Neon hosted-compute platform enabling a complete cloud-based office environment

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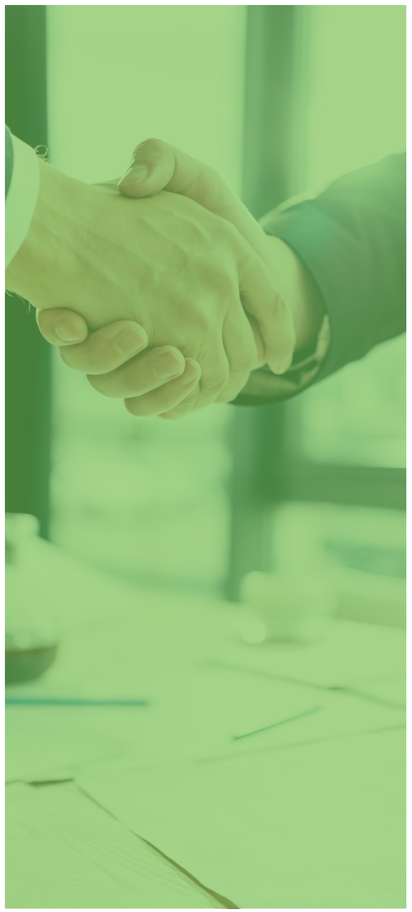
Getting Started

Reseller Buy Price

$16.50
ex GST
per license



Purchase Process

Orders Process

1. Product Reseller Agreement
2. Organise Purchase through CAM

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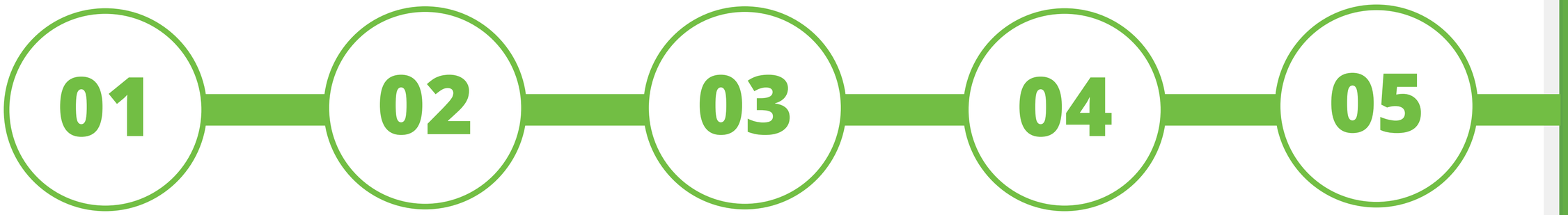
Next Steps...



01 Organise a product reseller agreement through your CAM

02 Identify suitable customers

03 Discuss high level enablement for remote working

04 Engage us to assist if required

05 Place your order through your CAM

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