



The TeamMate Connector

Truly Unified
Communications



Microsoft Teams is HUG

- Its free and included in Office 365
- 50% already buy Office
- There are logical upsells (conferencing, doc-share, etc.).
- Everything is integrated
- There are no viable competitors



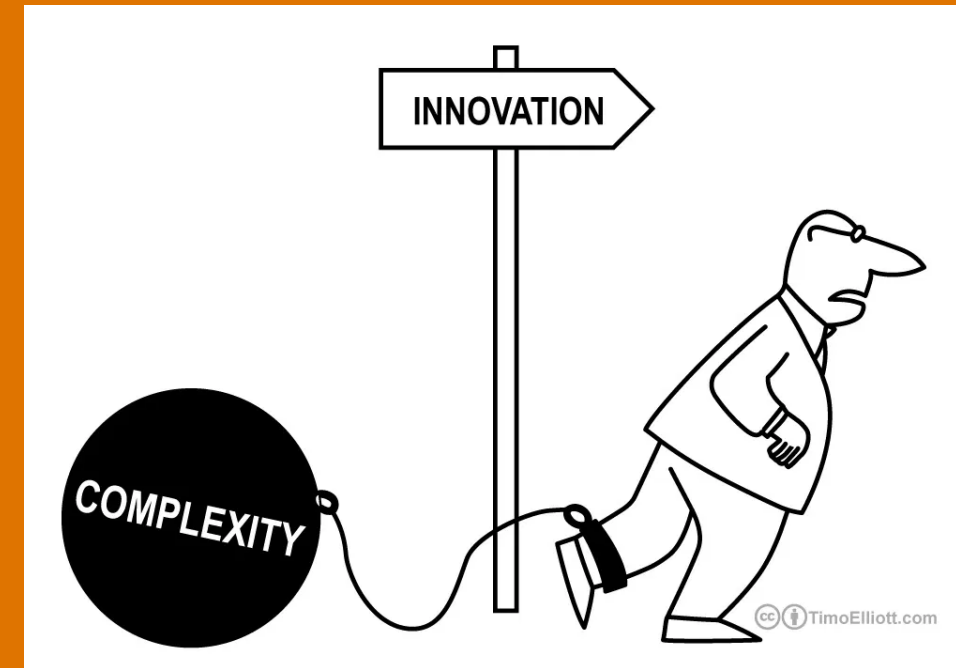
Microsoft Teams KPIs

- 75M DAUs
- ~10M Mobile Downloads
- Microsoft Office 365 > 220M

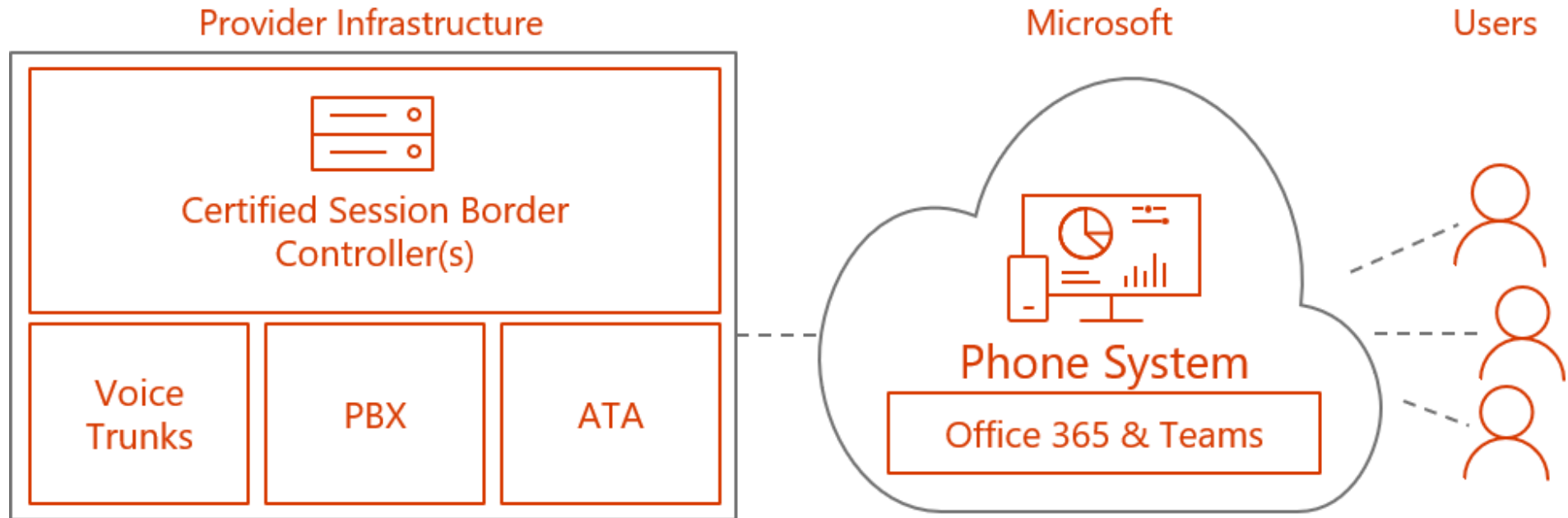


Trends

- Team Collaboration is growing fast. Chat, Video, Doc Share, Meetings, Calendar, Contacts . . . Calling.
- 350M PBX Users around the world need those other things.
- A 'w' for Users (efficiency) and Corporations (control).



Direct Routing



PBX-Teams Integration Options

Direct Routing

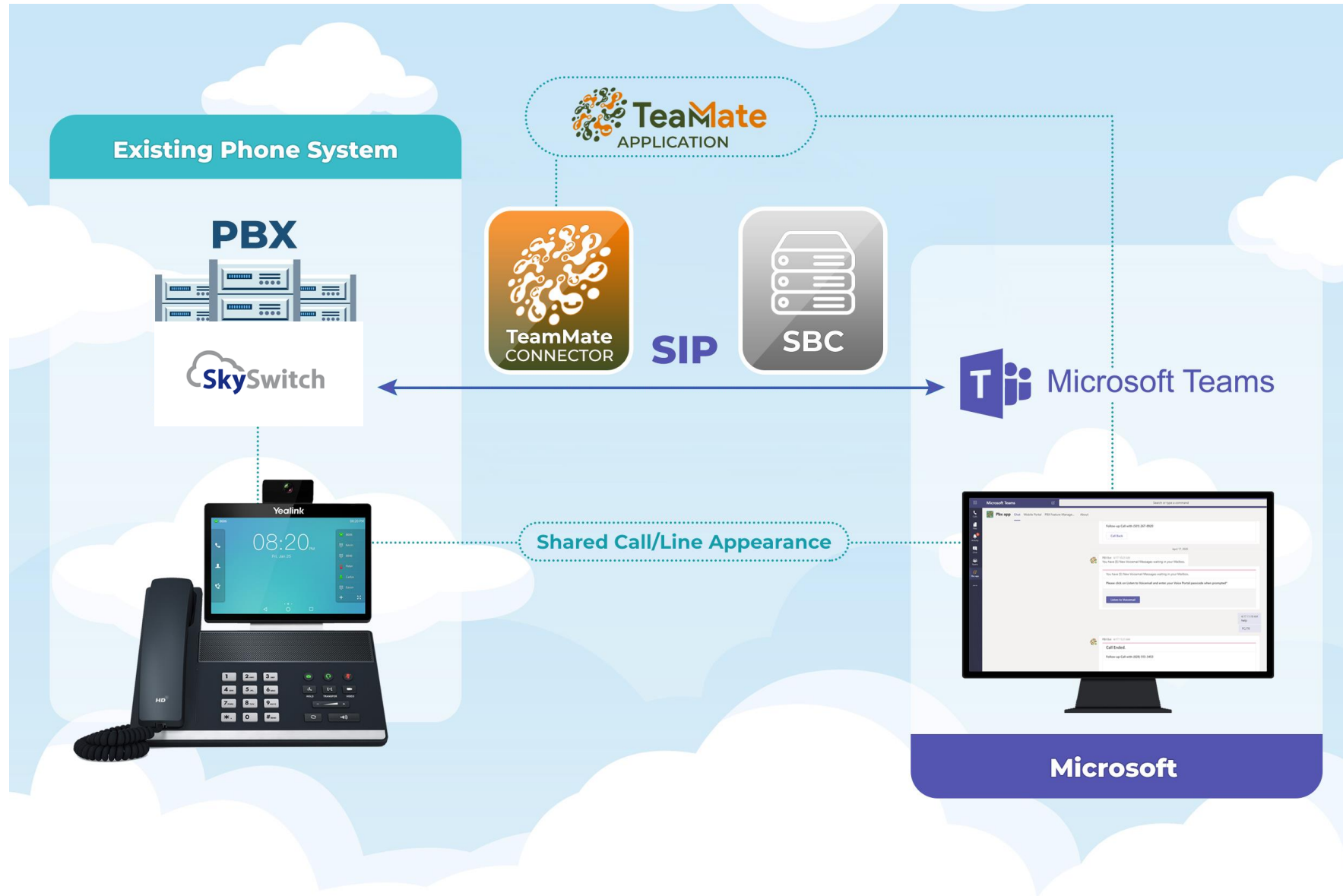
- Use native Teams dialing to make and receive PSTN calls
- SIP Trunk users on PBX/SBC



TeamMate Integration

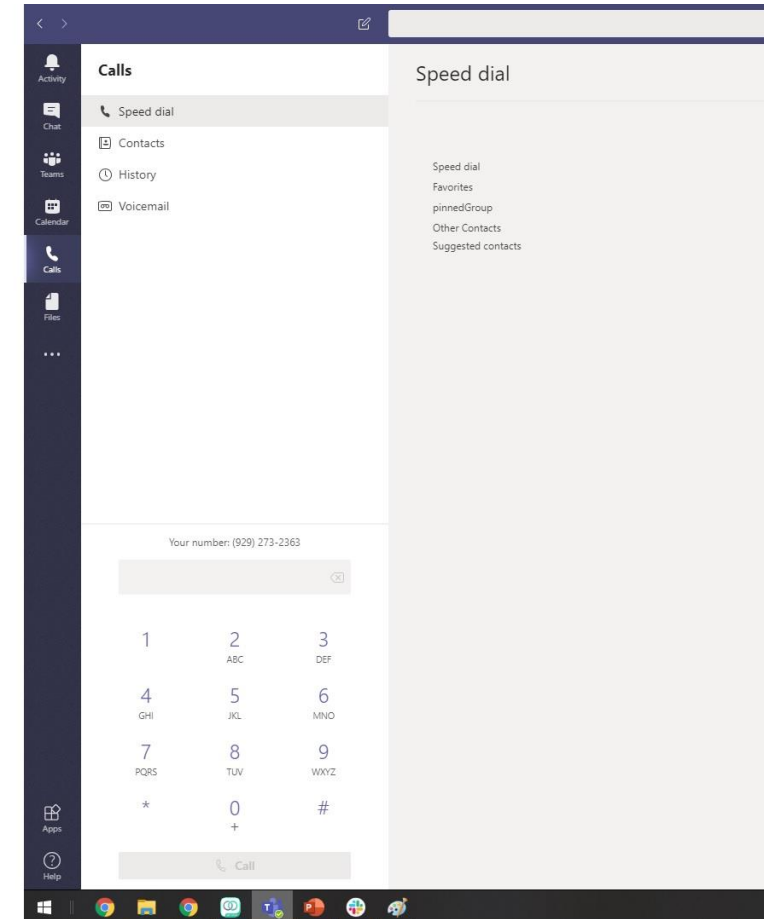
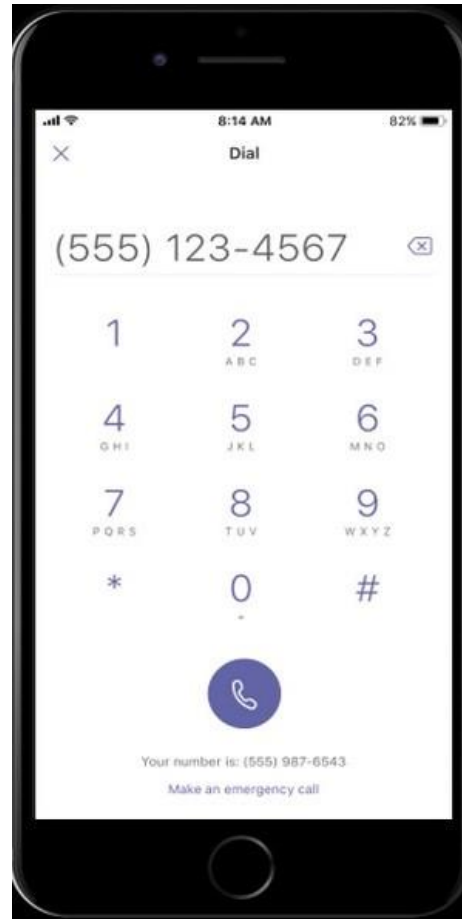
- Use native Teams dialing to make and receive PSTN calls
- Registered SIP user on PBX – all normal phone features
 - Hunt Groups, Queues, Presence, Features Codes
 - No changes to current config
- Teams PBX application – embed portals, softkeys, voicemail notification

How TeamMate Works:



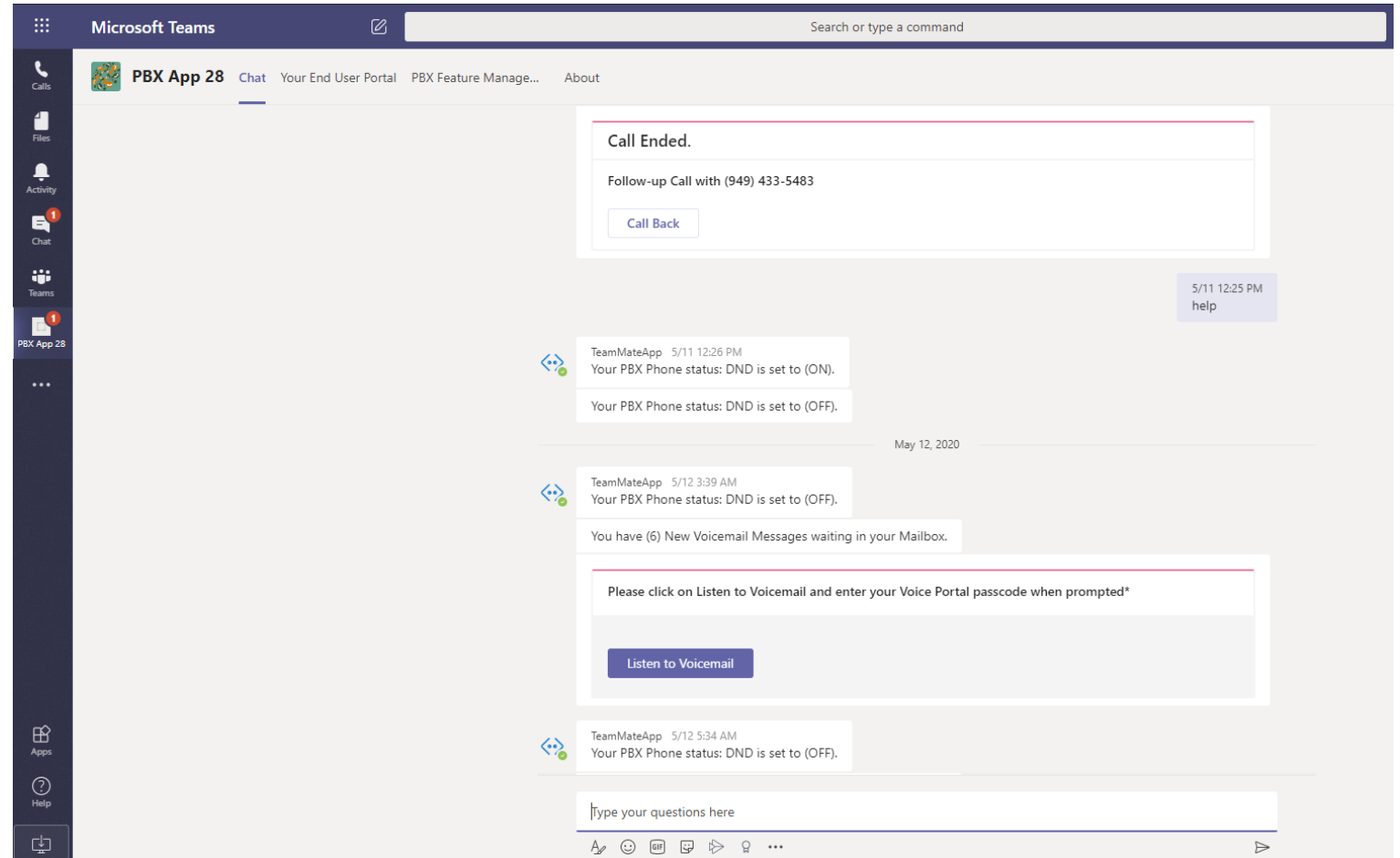
How TeamMate Works: End User

Microsoft Teams:
Your PBX phone



How TeamMate Works: End User

Microsoft Teams:
Your PBX
Notifications



How TeamMate Works: End User

The screenshot displays the Microsoft Teams application interface. At the top, the 'Microsoft Teams' header includes a search bar with the placeholder text 'Search or type a command'. Below this, the 'WMSTOWN APP' is active, showing a navigation bar with links for 'Chat', 'NS End User Portal', 'PBX Feature Manage...', and 'About'. The left sidebar contains icons for Activity, Chat, Teams, Calendar, Calls, and Files. The main content area features a 'your logo HERE' placeholder and a row of icons for Home, Messages (with a red notification badge), Fax, Contacts, Answering Rules, Time Frames, Music on Hold, and Reporting. Below these icons is a 'Home' section with a refresh button. The 'NEW VOICEMAIL MESSAGES' section contains a table with columns for From, Date, and Duration. The 'ACTIVE ANSWERING RULE' section shows a dropdown menu set to 'Default' and a list of simultaneously ringing numbers. The 'ACTIVE PHONES' section indicates that there are no active phones.

From	Date	Duration
1 (310) 428-4700	+13104284700	Apr 22nd 1:45 pm
1 (813) 535-9408	+18135359408	Nov 22nd 2019 5:11 pm
1 (713) 597-6881	7135976881	Sep 21st 2019 2:51 pm
1 (813) 467-8686	8134678686	Sep 3rd 2019 9:29 pm
1 (813) 244-0026	8132440026	Aug 22nd 2019 8:53 pm
1 (713) 533-9347	7135339347	Jul 31st 2019 2:41 pm
1 (813) 230-6544	8132306544	Jun 2nd 2019 7:15 pm

Microsoft Teams:
Your PBX portal

How TeamMate Works: End User

Microsoft Teams interface showing the PBX App 28 and the Manage PBX Features dialog box.

The PBX App 28 interface includes a sidebar with navigation options: Calls, Files, Activity, Chat, Teams, PBX App 28, Apps, Help, and a download icon.

The main content area displays the PBX App 28 interface with tabs for Chat, Your End User Portal, PBX Feature Manage..., and About. The PBX Feature Manage... tab is active, showing a table of PBX features.

Feature Code	Description	Value	Action
*78	DND On	N/A	Send Feature Code
*79	DND Off	N/A	Send Feature Code
*80	Call Recording On	N/A	Send Feature Code
*81	Call Recording Off	N/A	Send Feature Code
*88	Call Retrieve	<input type="text"/>	Send Feature Code
*62	Check Voicemail	N/A	Send Feature Code
*99	Call Mom	N/A	Send Feature Code
*96	turn on call forward	<input type="text"/>	Send Feature Code
29	Show Time	N/A	Send Feature Code

Microsoft Teams:
Feature Codes and
Soft-keys

How TeamMate Works: Set Up

Build Direct
Route PBX to
Teams

Dashboard - TeamMateOne Technologies

Direct Routing Connection Status

Domain Name ⓘ	Validation ⓘ	Calling Enabled ☆
sbx2.customers.teammatechsbx.com	Domain Validated ✓	✓

Custom Teams Application

Teams Application ⓘ	Deployed to Teams	Date Created
PBX App 28	PBX Team 28	2020-05-14 14:34:53

TeamMate Users

Show 10 entries

Teams User ⓘ	First Name ⓘ	Last Name ⓘ	Phone Number ⓘ	PBX Registration ⓘ	Teams Registration ⓘ
			+18134268216	✓	✓
			+18134268219	✓	✓
			+18134268217	✓	✓

Showing 1 to 3 of 3 entries


Link PBX-
Teams
User

Build a Custom Teams
Application for the
Enterprise



How TeamMate Works: Reseller

Your Customers:
Microsoft
Enterprises

 Reseller Provisioning Portal

Resellers Management

Enterprise Management

Manage Enterprises for Reseller - Demo Micah

Enterprises

Show 10 entries

Search:

Enterprise Name	Enterprise Domain	Direct Routing	Teams App	Action
Cirkel	cirkelphonesys.onmicrosoft.com	✓	✓	<div>Manage EnterpriseDelete EnterpriseReset D</div>
CobaltIT	ucaas.business	✓	✗	<div>Manage EnterpriseDelete EnterpriseReset D</div>
Dynamix	dynamixcloud.com	✓	✗	<div>Manage EnterpriseDelete EnterpriseReset D</div>
Farid Test	N/A	✗	✗	<div>Manage EnterpriseResend Invitation To AdminDele</div>
Flex PaaS1	flexpaas.onmicrosoft.com	✓	✗	<div>Manage EnterpriseDelete EnterpriseReset D</div>
FlexPaas	N/A	✗	✗	<div>Manage EnterpriseResend Invitation To AdminDele</div>
Ntiva	ntiva.com	✓	✓	<div>Manage EnterpriseDelete EnterpriseReset D</div>
Stratton Road	strattonroad.onmicrosoft.com	✓	✗	<div>Manage EnterpriseDelete EnterpriseReset D</div>
United Systems	united-systems.com	✓	✓	<div>Manage EnterpriseDelete EnterpriseReset D</div>

Status Info

Enterprise
Management
Tools



TeamMate Connector: Use Cases and Strategy

- Mobile
- Microsoft Integration
- Premium User
- Remote Worker



Selling with Microsoft Teams

Offense

- Corporations can't easily replace your PBX with Teams PBX but insist on Teams.
- Early mover – good add-on integration to your PBX – attracts attention/sales.
- Tap into Microsoft user base for leads.



Defense

- Keep your PBX Users happy
 - Emphasize Support & Custom
- Feature by feature comparison
- Take a baby-step towards becoming an MSP (if you aren't already).

Thank You

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