CORPORATE BROCHURE 2020
Who is SANGOMA?

Founded in 1984 and headquartered in Toronto, Canada, Sangoma is a leading voice and Unified Communications (UC) solution provider. Sangoma believes organizations can achieve greater levels of success by having access to powerful, affordable communications solutions from a reliable partner and that building tomorrow’s solutions will help the world to connect and collaborate in new ways.

SANGOMA CUSTOMERS

Through its worldwide network of Distribution Partners, Sangoma’s global footprint extends to over 2 million customers using our products and services in leading Unified Communication, PBX, IVR, contact center, carrier network, and data communication applications. Enterprises and SMBs, Developers and System Integrators and Service Providers in over 150 countries rely on Sangoma’s technology as part of their mission critical infrastructures.

BENEFITS OF CHOOSING SANGOMA

Sangoma offers our customers supreme overall solution value when considering combined pricing, features, quality and support. This gives businesses true value by enabling them to communicate and connect better with their customers through a high-quality solution with a low total cost of ownership.

Sangoma is also a trusted advisor with respect to what is best for our customers. We offer both cloud and on-premise communication solutions, using the same solution stack for each, and what matters most to us is helping our customers make the best choice for them, not what is best for us. Additionally, we provide and utilize our own technology for our solutions, enabling us to insure we have deep interoperability with the entire communication solution.

PROOF OF CAPABILITIES

When it comes to validating performance, reliability, and value of a Sangoma solution, we have the stamp of approval from industry analysts. Sangoma has consistently been recognized for being the best value in Unified Communications for SMBs, and we have received numerous awards for product innovation.

For true validation of our products and services, it is our customers who can best testify to Sangoma’s credibility.

Recent Awards

- Insights Success Top 10 2019 Most Innovative Unified Communication Solution Providers
- SimCon Awards 2019 Open Source Guardians
- CANTECH Award 2018 Canadian Technology Stock of the Year
- TSX Venture Exchange 2019 TSX Venture 50
Partnering with Sangoma has enabled us to compete, and win sales. Their onboarding process makes it easy to increase your bottom line right out of the gate, and their wide range of offerings keeps the revenue flowing!

Mark Rose, Owner
Multi-Tech Solutions Corp

Partnering with Sangoma has let me offer dependable solutions to my clients, and opened doors that increased my business.

Mike White, President
e4 Technologies

Sangoma…..awesome engineering, that’s just simply amazing.

Hasjonn Simmons, President
Fast Solutions Technologies
Sangoma focuses on three distinct target markets: SMBs and Enterprises, Developers and System Integrators, and Service Providers.

**SMBs AND ENTERPRISES**

Sangoma is a leader in offering enterprise, value-based communication solutions that SMBs and Enterprises use to run their business. Delivering industry-leading quality at price points that enhance customers’ ROI, we offer businesses of all sizes affordable cloud-based and on-premise Unified Communications systems with enterprise caliber features.

**DEVELOPERS AND SYSTEM INTEGRATORS**

Sangoma provides developers with open source toolkits, enabling them to design their own telephony applications, the hardware and software needed to connect disparate networks and devices, and key components for IP-PBX, IVR and UC solutions. These building block “engines” are key components, such as boards and gateways that the Sangoma developer/integrator community need to build world-class solutions that they sell to both enterprises and service providers.

**SERVICE PROVIDERS**

The service provider market demands an integrated level of scalability, interoperability, hardening, and security beyond that of even a mission-critical enterprise implementation. Sangoma understands that Service Providers sell a myriad of services to subscribers, connect and transport voice and data with other networks and also deliver a vast array of services to enterprises. Depending on the infrastructure required, Sangoma has been selling either direct to service providers or has been partnering with valued-added solution providers who sell into both the wireless and wireline service provider market for over 25 years.
Sangoma offers a wide range of VoIP infrastructure technology. Our offerings include both cloud-based and on-premise Voice over IP UC/PBX systems, as well as SIP trunking services, fax services, networking interconnect products, and telephony hardware. Sangoma’s portfolio of products also enable service providers, carriers, enterprises, SMBs, and OEMs alike to leverage their existing infrastructure for maximum financial return, while still delivering the most advanced applications and services from the latest technologies available.
Sangoma offers complete, affordable UC solutions for small to mid-size businesses. They include advanced collaboration and productivity-enhancing features for every user. Sangoma’s UC solutions can be deployed on-premise or in the Cloud, allowing businesses to select the best option for their needs. From the PBX to the phones to the mobile clients to the connectivity infrastructure, Sangoma’s solutions fully integrate to provide a fully interoperable solution from one vendor.

CLOUD-BASED PHONE SOLUTION
Choosing a cloud-based phone solution doesn’t mean you have to sacrifice the features and flexibility of a full-scale UC solution. With Sangoma, you get a full contact center, mobility, call control and productivity included with every user for the same price. Sangoma’s hosted phone service delivers the customer experience businesses demand at an affordable price point.

ON-PREMISE PHONE SOLUTION
If your business needs scalability, control and customization from a phone system that is loaded with advanced Unified Communication features, at an affordable price, then on-premise is the answer. Whether you are looking to deploy on a dedicated appliance equipped with state-of-the-art technology or in a virtual environment, Sangoma provided the necessary power and connectivity for any organization.
Sangoma’s product line includes entry-level, mid-range and executive level phones. All models include HDVoice and unprecedented plug-and-play deployment. Enhance your users’ productivity with built-in advanced applications, including voicemail, call log, contacts, phone status, user presence, parking & more.

Sangoma also has UC clients which are a set of server, desktop, and smartphone UC client software integrated with our UC solution offerings that delivers UC features (presence, contacts, chat, calling, audio and video conferencing, etc.) from a single application.
Sangoma offers a complete line of Session Border Controllers (SBCs), VoIP Gateways and telephony cards that enables communications solutions to connect to, and be protected from, different types of networks. Products ranging from just two port analog cards and gateways all the way to 2000 channels in a single appliance cover demands from the SMB, Enterprise, Call Centers, and service providers. The SBC portfolio also includes software versions for hosted/virtualized environments and the ability to mix legacy PSTN interconnections for enterprise networks in transition.

**Vega and IMG VoIP Gateways**

Sangoma’s Vega Gateways allows you to keep your existing legacy infrastructure (Analog/T1/E1) and connect to VoIP Services, saving your business time and money. The IMG gateway family are carrier-specific products that enable a VoIP carrier to connect their network to the SS7 network for up to 2016 channels.

Simply connect our VoIP Gateways at the edge of your network and tap into the benefits of VoIP.

**Session Border Controllers**

Businesses connecting their infrastructure to a SIP Trunk, or VoIP connection, require a Session Border Controllers (SBC) for security, interoperability and transcoding.

A Sangoma SBC protects both your data and voice network and is designed to handle every aspect of phone calls that travel over the internet.

**Telephony Cards**

Sangoma’s award winning Analog, E1 and T1, and BRI telephony cards (or PSTN Cards) are powering the world’s leading PBX, IVR and call-center applications.

Sangoma’s telephony cards, which also include the Dialogic suite of boards, are also the most flexible on the market, with superior compatibility.
SIPSTATION

SIPStation is Sangoma’s SIP trunking service providing SMB’s and large enterprises with feature-rich telephony services using a standard internet connection.

SIPStation SIP trunks allow businesses to obtain telephony services from a provider by using a simple internet connection instead of a traditional telecom link.

Cost Savings
Guaranteed cost savings when switching from your traditional telephony provider to SIPStation.

International Calling, T.38 Faxing & SMS
SIPStation phone lines come ready with enhanced features, all managed through your SIPStation Store account.

Integrated Fax Services
IP based faxing that allows you to send and receive faxes from a web interface or from your local fax machine with incredible reliability.

Inbound Numbers and Porting
Add as many Inbound Numbers as you need (U.S and Canada only). You can also port your existing telephone numbers to Sangoma’s service.
Sangoma is the primary developer and sponsor of the Asterisk project, the world's most widely used open source communications software, and the FreePBX project, the world's most widely used open source PBX software.

Sangoma also offers a suite of products and services to extend the power of Asterisk and FreePBX, including SIP Trunking, advanced auto-provisioned office telephones, a full range of interconnect hardware, and a cloud platform enabling developers to add secure live voice, video, and messaging communications to their web and mobile apps.

FreePBX is an all-in-one IP PBX that is completely free to download and install onto your own hardware and includes all the basic elements you need to build a phone system. It is supported by Sangoma developers and by a global community of enthusiasts which help make FreePBX the most popular open-sourced IP-PBX on the market to date. It is controlled by a fully-featured webGUI which makes it very easy to use and deploy.

Asterisk is an open source framework for building communications applications. Asterisk turns an ordinary computer into a communications server. Asterisk powers IP-PBX systems, VoIP gateways, conference servers and other custom solutions. It is used by small businesses, large businesses, call centers, carriers and government agencies, worldwide. Asterisk is free and open source.
20,000 FreePBX Distro Installs Per Month

25 Million+ Asterisk Downloads

Dedicated industry event
Asterisk Users Conference

Estimated 6 Million+ servers deployed with Asterisk
What’s Next for
SANGOMA?

As the world’s digital landscape is becoming more intricate and intertwined, today’s business communications challenges are shifting to more cloud-based and holistic solutions that combine voice, web, mobile, video, IoT, and more. Sangoma is uniquely positioned for success during this technological shift. We hold a leadership position in the global communications development community as the world’s largest provider of open source communications solutions, and we are committed to products that recognize and fulfill the diverse needs of companies and individuals.

We offer a complete portfolio of next-generation Unified Communications solutions, including IP-based PBXs, cloud-based communications, fax solutions, SIP trunking services, session border controllers, and much more.