

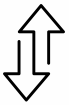


DiscountCell
Government Procurement Program

Government Agency BoBo Program for Verizon

Fostering collaborative selling between Channel Partners and the Verizon Sales Teams.

Key Benefits:



Bi-Directional Opportunities

Whether an opportunity originates with a Channel Partner or the Verizon Sales Team, it can be fulfilled through the BoBo Program.



Flexible Solution Support

BoBo transactions can include hardware, software, and services to support a wide range of customer needs.



No Receivables Risk

Channel Partners do not carry accounts receivables or assume receivables risk for BoBo transactions.



Channel Partners Included

Every BoBo transaction includes a Channel Partner, ensuring they remain the reseller of record throughout the opportunity.



Partner Compensation

Channel Partners are compensated as an Agent for every qualifying BoBo transaction.



Manufacturer Program Credit

Manufacturers may provide Partner Program credit for qualifying BoBo transaction revenue. Participating manufacturers only.



GetWireless

About the Program

Verizon and Discountcell are delivering a Bill-on-Behalf-of (BoBo) Program that empowers Government Agencies to procure non-stocked hardware on their Verizon bill while recognizing the Channel Partner as their Reseller of choice.

[Learn More](#)



DiscountCell

Government Procurement Program

GetWireless

How does the program work?

Process:

- 1 An opportunity is identified by the VAR that requires billing to be completed on Verizon paper.
- 2 The VAR reaches out to DiscountCell or their GetWireless Sales Rep with the opportunity details.
- 3 DiscountCell engages Verizon and assists the VAR with pre-sales support.
- 4 As the opportunity progresses, DiscountCell generates a quote and provides it to Verizon.
- 5 Verizon quotes the End Customer.
- 6 The End Customer purchases the product from Verizon.
- 7 Verizon issues a purchase order to DiscountCell who then fulfills the order and invoices Verizon.
- 8 DiscountCell issues an Agent Commission to the VAR within 15 days of receiving payment from Verizon (*typically 75 to 105 days from the invoice date*).
- 9 The sale price of the end customer is credited to the VAR for the Channel Program attainment purposes. Participating manufacturers only.
- 10 VAR provides post-sale support to the End Customer.

Products:



Modems, Routers, Hotspots

Semtech, Peplink, Teltonika



Tablets



Antennas & Accessories

Semtech, Peplink, Taoglas, Panorama, Parsec



Services, Support Packages & Renewals

Additional products can be available via BoBo on a case-by-case basis.

Contact Us

Let's Talk About Your Next Opportunity

 (952) 890-6669 | (801) 980-0398

 Contact Us

 Government Procurement Program

Or contact your [GetWireless Sales Representative](#).