

Plantronics Manager Pro™ 60-day Try and Buy program with option to upgrade

For resellers only



The Try and Buy program is a great sales tool to offer your qualified customers so they can test Plantronics Manager Pro, an innovative web-based service. Plantronics Manager Pro enables IT teams with comprehensive views of headset inventory, usage patterns, conversation analysis, and acoustic events and the ability to deploy firmware remotely. Resolving problems from anywhere, before they occur, saving time—and effort.

60-day free trial in-house

Qualified customers can get Plantronics Manager Pro including all the reporting suites on a trial basis for up to 250 users.

For 60 days, participating customers can test the intuitive functionality and reporting free of charge. This enables them to experience the benefits for their enterprise prior to committing to a 12 or 36-month subscription contract.

Identifying qualified Plantronics Manager Pro customers

The Try and Buy program will be of most interest to customers who have:

- Expressed a need to simplify and track supported headset adoption and troubleshoot hardware issues all from one place
- Embarked on a new UC deployment and want a tool to help them monitor and drive this UC adoption
- Seen a demonstration from a reseller or Plantronics representative and have already considered deployment resources, budget, and timeline

Easy as 1,2,3

Organizing a successful Try and Buy program followed by a 12 or 36-month upgrade subscription for your customers is simple.

1 Request the trial. Simply visit the Connect Partner Portal, access the Entitlement Manager Portal, and place your Try and Buy program SKU Entitlement request online. No purchase order is necessary. Once Plantronics has reviewed and approved the request, we will enable the tenant and send an email providing basic instructions on how to deploy Plantronics Manager Pro.

2 Monitor the trial. During the 60-day trial period, you are expected to regularly check in with your customer to ensure they're maximizing the Plantronics Manager Pro test period and having a successful trial experience. To support this Plantronics will contact you on a regular basis with step by step activities that you can work through with the customer to get the most out of the trial.

- Plantronics sales and technical teams are standing by to assist the trial and provide expert advice and assistance. For technical issues, contact your local Plantronics Support which can be found at plantronics.com/contactsupport.
- Plantronics will email your Try and Buy customers reminding them to test and consider upgrading at 30, 14, and 7 days prior to expiry. Please remember that no extensions or repeat trials are permitted.

3 Convert the trial. Be sure to discuss user bands, Analysis Suite requirements and pricing options during the 60-day trial period so your customer can seamlessly upgrade to a 12 or 36-month, renewable contract. Plantronics sales managers are available to assist with these conversations and ensure the customer is deploying the appropriate headsets configured for Plantronics Manager Pro.

To order an upgrade from Try and Buy to a 12 or 36-month Plantronics Manager Pro subscription service, request an Entitlement upgrade to the trial tenant in the Entitlement Manager Portal. You will then need to provide the Entitlement identification number and purchase order to your distributor before the 30-day grace period expires. Plantronics will review the upgrade, notify your customer of the new subscription service contract dates, and copy you and your distributor on that communication.

To retain the tenant and data captured during the trial, your customer needs to order the 12 or 36-month subscription upgrade at the end of the trial before the 30-day grace period expires.

To learn more about Plantronics Manager Pro Try and Buy program and for full program requirements, contact your regional Plantronics channel sales representative. For additional Plantronics Manager Pro sales tools, including a web-based demonstration and the "Not-for-Resale" reseller program, visit the software page on the Connect Partner Portal in your region.