

TANGO EXTEND

The Business SIM™

RESELLER GUIDE

CHANNEL SALES KIT



Tango Extend is the industry's first mobile communications service designed for businesses, controlled by business. The Tango Extend solution enables a business extension line to be added to an employee's personal phone.

- » Extends a company's UC platform or service to any dual SIM mobile phone for business calling and messaging.
- » Enables a BYOD personal device to be used safely and securely for business communications, using a business number.
- » Supports devices with physical or eSIMs.
- » Fully native user device experience – no over-the-top apps.

- » All business calls and texts come from the business number; personal communications remain private.
- » Reduces the number of company-provided mobiles.
- » Perfect for every employee, temporary staff member, contractor whether work-from-home, teleworking or in the field.

Discovery Questions

1. Do your employees want to stop carrying two mobile devices – one personal and one for business?
2. Is your company exploring going "Mobile First" and replacing landline desk phones with mobiles?
3. Would you like more of your staff to have a business number they could use wherever they are?
4. Do you want to stop your employees from using their personal numbers to make business calls?
5. Are you concerned about losing business and sales contacts when an employee leaves your business?
6. Do you currently spend significant amounts on company provided mobiles and services?
7. Do you want to reduce the significant admin costs from processing personal expense claims?
8. Are you paying maintenance on unused desk phones?
9. Have you struggled with OTT unified communications apps on phones that your users don't like to use?
10. Are you looking to improve your ECG Score by saving carbon emissions?

Message to customers: Tango Extend embeds a business line in any mobile phone

Tango Extend is a new type of mobile communications service for business. It gives your business direct control of mobile communications for all employees no matter where they work. Now Tango Extend enables your business to turn the second SIM in a mobile phone into a business line, even in a personal mobile phone.

Visit tango-networks.com
to learn more!

Install a business eSIM in
minutes using a simple QR Code



Scan the code below
to learn more



- » Integrates the second SIM into the existing Unified Communications (UC) platform, turning a mobile phone into a desk phone.
- » Requires no apps, special clients or configuration and can be provisioned over the air (eSIMs only).

- » Business SIM communications can be automatically captured, recorded, monitored and analysed for security compliance, regulatory compliance, or customer service quality.
- » Personal SIM communications remain private and separate at all times.

Elevator Pitch

You can turn the second SIM in any mobile phone into a business line that you control directly. That means even your employees and contractors using personal phones can make and receive calls and texts using a company assigned business number on the UC platform.

It provides direct control over your employees' mobile voice, messaging and data communications. Now you can control employee mobile communications as easily as any other part of IT.

You can extend Unified Communications to employee mobile phones just as if they were carrying an office desk

phone in their pockets. There are no over-the-top apps to install or manage. There is no training because your users can operate their phone's native interfaces.

You can save significant costs by reducing the number of company-provided mobile devices and reducing the admin in processing business call expense claims. It's a greener solution too – every mobile device uses at least 55 kg of carbon to manufacture.

You can now capture, record and archive all mobile communications using the same tools you use for your landlines.

Use Cases



Mobile UC, distributed workforce

- » Every employee's mobile is like an extension of a company phone system; teleworkers, work-from-home.
- » Business features – forwarding, hold, conferencing – with native network performance and business quality.



Finance

- » Record mobile calls and SMS texts to be in compliance with regulations.
- » Maintain call records pertinent, monitor calls for quality assurance.



Retail, Logistics, Delivery, Field Workers

- » Replace expensive, poorly performing DECT systems and other campus communications.
- » Expand communications to all first line, deskless workers, for more responsive communications, higher productivity.



Healthcare

- » Transfer calls easily to colleagues and conference them in when discussing patients.
- » Calls to your desk are routed to your mobile, and your mobile number is masked when calling out to patients or colleagues.

Answering Objections

"I haven't budgeted for any phone enhancements or services this year."

With this solution, you can leverage your existing investments and eliminate unnecessary device and infrastructure cost. You can enable BYOD programs using desk phone numbers and PBX/UC features on employee-owned devices.

"I reimburse employees for their personal service usage so don't have to worry about mobile."

Those consumer services are not made for business and are not integrated with your phone system. Employees can't use conferencing, in-office dialing or other business features. You can't monitor or record the calls or texts. And you don't want personal numbers to represent your business, do you?

"I already have UC apps that my employees use for business calling."

Studies show that these apps are almost never used. They are clunky, not intuitive and often have poor call quality. Employees usually ignore them and use the native dialer. Tango Extend uses only the native dialer.

"I can get really inexpensive mobile service and unlimited data plans from my wireless carrier."

These services are consumer services. They are not integrated with your company phone system. Your employees can't use business features with them. Tango Extend is designed purely for business use.

