



PanTerra Partners with Converged Network Services Group (CNSG) to Develop Lucrative Cloud Communications Franchise Model

The partnership offers franchise discounts and franchisor a recurring revenue stream

SANTA CLARA, Calif. – March 8, 2016 – PanTerra Networks, the leading provider of unified cloud services for mid-market enterprises, today announced a partnership program through CNSG that leverages franchise incentives for adopting PanTerra's WorldSmart Cloud Services for franchise affiliates. The program has many facets including PanTerra's unique multi-location features and billing capability, and CNSG's registered franchises and franchisors receive incentives and discounts.

PanTerra's WorldSmart cloud services enables franchises location-specific or global management, feature-rich, multi-location auto attendants, and local overlay dialing plans, enabling franchisors to operate as one centralized entity or many distributed entities, while separately configuring billing and payment methods per franchisee or as a single centralized invoice. Separate fully customizable billing statements can be created so that franchisors can track and monitor independent franchise expenses. Product discounts for the franchisee and recurring revenue share programs for the franchisor have been established through CNSG to motivate adoption across a franchise.

Matt Hardy CNSG's President and CEO was quoted saying, "PanTerra's cloud offering has the perfect feature set for day-to-day franchise communications regardless of location, functional groups or organization. We are proud to announce we already have Empire Business Brokers as an affiliate with services being rolled out across new and existing Kure Franchise locations." Matt continued, "We think this program will help move many franchises into the 21st century cloud communications era."

Nick Gugliuzza, President of Empire Business Brokers was quoted saying, "PanTerra and CNSG have hit a home run with their product and incentive model for our franchise development. "Nick continued, "We're also very pleased with the speed at which both companies work."

"This is a unique combination of innovative cloud technologies from PanTerra with unique and specific features built for franchises and aggressive incentives from CNSG to address the huge, fast growing franchise market," said Arthur Chang, CEO of PanTerra Networks. He continued, "This program will benefit any franchise organization looking to saving IT costs, creating a consistent communications infrastructure and accelerate its revenue growth."

About PanTerra Networks

PanTerra Networks is a business-class Unified Cloud Service Provider, seamlessly delivering multi-media communications, collaborations, contact center, file sync & share and business analytics through its WorldSmart solution. WorldSmart is a HIPAA compliant, highly secure, ultra-reliable, futureproof unified cloud service that can be custom configured on a user by user basis and consistently deployed world-wide.

WorldSmart includes [CloudUC](#), its unified communications service that can upgrade or replace an enterprise's existing communications and collaborations infrastructure with a next-generation cloud-



based unified communications service and [SmartBox](#) – Enterprise File Sync & Share, its secure cloud file storage, sync & share service with built-in unified communications features.

All WorldSmart services can be self-managed or provided through [SentraCloud](#), its fully managed solution delivered by PanTerra, which includes the management of all WorldSmart services, optional last mile MPLS capable connectivity and any associated on-premises networking equipment.

With PanTerra's Unified Cloud Service solution, enterprises gain the highest levels of security, scalability, reliability, availability, quality of service, service level agreement and support while significantly lowering their total cost of operations and IT administration complexities. PanTerra is headquartered in Santa Clara, CA.

For more information, please visit www.panterranetworks.com or call +1 800.805.0558 or email us at info@panterranetworks.com.

About Converged Network Services Group

Converged Network Services Group (CNSG) is the Premier Master Agency for Connectivity, Cloud, and Cloud Enablement. Led by former C-Level Carrier Executives and supported by the most experienced sales team in the industry, CNSG provides assistance with every aspect of Discovery, Design, and Delivery. CNSG is committed to the core philosophy of *earning* business by building and maintaining true partnerships with every Customer, Partner, and Supplier. This unwavering commitment to the success of our partnerships has enabled CNSG to be recognized as the fastest growing Master Agency in the industry. For more information about CNSG, please visit www.cnsg-usa.com or call toll free 866.738.1662.

###

PanTerra Media Contact

David Immethun

Sr. Director of Marketing

408.457.8941

dimmethun@panterranetworks.com