

7 Concerns for 3CX Dealers

1

3CX offers freebies directly to end users, for example a free annual license for up to 50 extensions. This makes it difficult for 3CX dealers to sell at full price, completely undermining the reseller channel.

2

3CX records end user details and will contact them directly if they see an opportunity. These are YOUR customers and their contact information should stay in your hands only.

3

3CX is not white label so dealers must sell a product with 3CX branding on it. There is no opportunity to grow your own brand and your customers will always know where to find the source.

4

3CX does not have a real Cloud option and the one they do have was late in coming. Too little, too late describes their cloud solution that has been known not work like a true hosted model.

5

3CX does not have a real MT platform, making it difficult to dealers to grow and expand. Real Multi-Tenant solutions will be part of a hosted model, cost-effective, and highly scalable.

6

3CX abruptly cuts off support on popular UADs. Support for Grandstream telephones disappeared after the partnership had been established and support for several Yealink devices has ended.

7

3CX lists the competition in the form of dealer lists. Healthy competition makes our industry thrive, but the PBX vendor should be supporting your growth, not making it harder.

If you are a 3CX dealer experiencing any or all of these problems, find out how you can break free (*including stories from 3CX dealers like you that already did it!*) at www.bicomsystems.com/3cx. Or contact us now at sales@bicomsystems.com or

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