



Discounted Toll -Free

Discounted International Calling

DIDs and CNAM

Local Number Portability (LNP)

Enhanced 911

Directory Listing (DL)

Dynamic Load Balancing

Business Continuity

Unlimited Concurrent Call Sessions

Legacy CPE



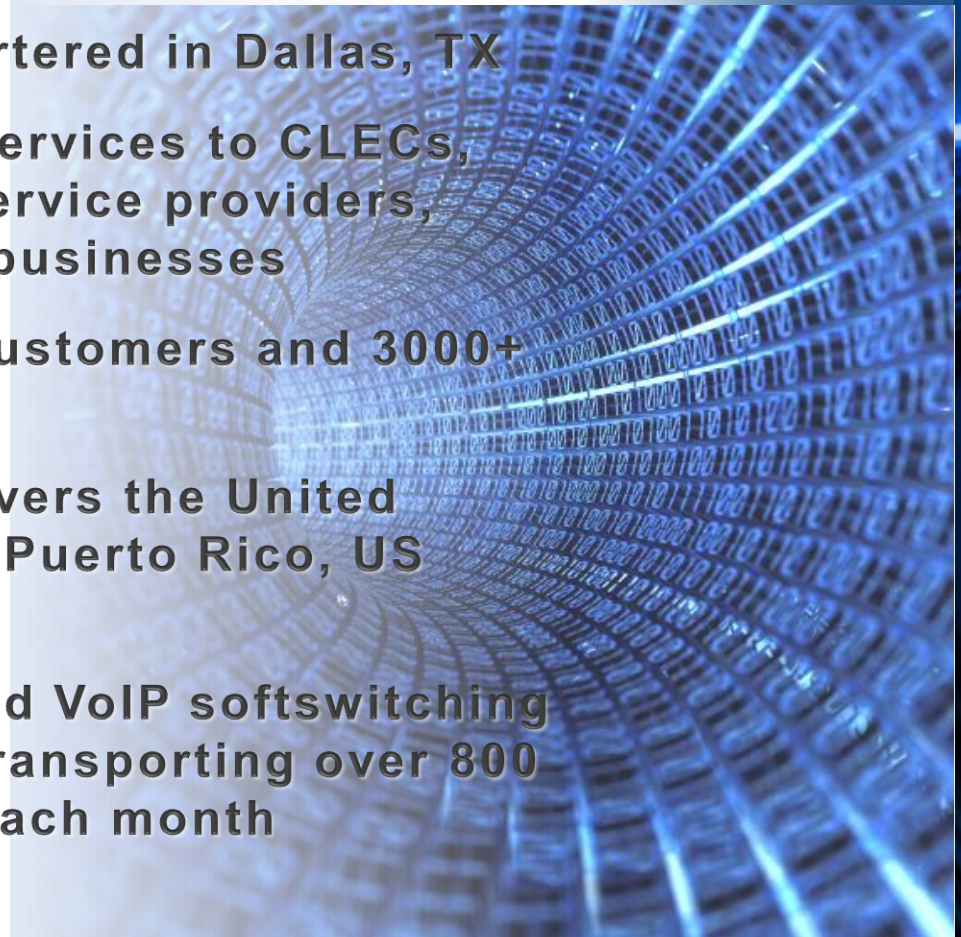
Chad Krantz  
Director of Channel Sales  
February 2011

# *The Service Provider Perspective*

# Broadvox Overview



- **Founded in 2001, headquartered in Dallas, TX**
- **Leading provider of VoIP services to CLECs, VoIP providers, wireless service providers, international carriers and businesses**
- **Services 200+ wholesale customers and 3000+ enterprises and SMBs**
- **Coast-to-coast network covers the United States (excluding Alaska), Puerto Rico, US Virgin Islands and Canada**
- **Network employs integrated VoIP softswitching and gateway technology, transporting over 800 million minutes of traffic each month**





# Broadvox North American Network



# Interoperable with the most OEMs



## Certified

3CX  
Allworx  
Avaya  
Adtran NetVanta  
Allworx  
Digium/Switchvox  
Epic Systems  
Epygi  
ESI  
Fonality  
Fortinet  
FreePBX  
FreeSWITCH  
Grandstream  
IVR Technologies  
Jazinga  
Mitel  
Microsoft  
Multi-Tech

## Certified

NEC  
Objectworld  
Panasonic  
pbxnsip  
Samsung  
ShoreTel  
Sutus  
Tadiran  
Technology Alignment  
Telrad Connegy  
The Amanda Co.  
Toshiba  
trixbox  
Vertical  
Vertico  
Voiceroute  
Xorcom  
Zultus

## Field Certified

Cisco  
Dialexia  
Ipitomy  
Pingtel  
Thirdlane

## IADs

Adtran  
AudioCodes  
Dialogic  
Edgewater  
Ingate  
Quintum  
Vegastream



# SIP Trunking Value Proposition for End Users



- **Reduce telecommunications charges (up to 70%)**
- **Fewer service providers needed (can be consolidated)**
- **SIP Trunking can be used with:**
  - **Legacy CPE/PBX for immediate savings**
  - **IP PBX and Hybrid PBX to attain:**
    - **SIP-based applications**
      - **Unified Communications**
      - **Presence**
      - **Find Me, Follow Me**
      - **IM**
- **Reduce cost to include regional, branch offices or telecommuters**
- **Improve features and support to regional, branch offices or telecommuters**







# **Broadvox GO!**

## **SIP Trunking Products**

**GO!Anywhere – Universal SIP Trunk**

**GO!Local – Local SIP Trunk**

**GO!Domestic – SIP Trunk Long Distance  
and Toll-Free Bundles**

**GO!VBX – Virtual IP PBX**

**GO!Xtras – SIP Trunk Product Options**

**GO!Broadband – SIP Trunk Connectivity**



# GO!Local



- **Unlimited Local Calling**
- **One BTN included w/E911**
- **Discounted International Calling**
- **Discounted Inbound Toll-free (w/Resporg Portability)**
- **Discounted Long Distance bundles covering the United States (except Alaska), Puerto Rico, US Virgin Islands and Canada Available**
- **Business Continuity and Inbound Load Balancing across multiple locations**
- **G.711 and G.729A Codec support**
- **GO!Xtras Options (ELN, EDID, VDID, DL, XTF, E911, CNAM)**

# GO!Anywhere



- **Unlimited Local and Long Distance Calling within the United States (except Alaska), Puerto Rico, US Virgin Islands and Canada**
- **One BTN included W/E911; order DIDs individually**
- **Discounted International Calling**
- **Discounted Inbound Toll-free (w/RESPORG Portability)**
- **Business Continuity and Inbound Load Balancing across multiple locations**
- **G.711 and G.729A Codec support**
- **GO!Xtras Options (EDID, VDID, DL, XTF, LNP, E911, CNAM)**

Business Connects Here



# GO!Domestic



- **Long Distance Calling within the United States (excepting Alaska), Puerto Rico, US Virgin Islands and Canada**
- **Unlimited Concurrent Call Sessions (Limited only by available bandwidth)**
- **Discounted Toll-free with one Toll-free number included**
- **Share SIP Trunk across multiple locations to achieve greater economies of scale and load balancing**
- **Business Continuity**
- **Dynamic Load Balancing**
- **G.711 and G.729A Codec Support**
- **GO!Xtras Option (XTF)**



# GO!VBX



- **Virtual IP PBX Service**
- **Tenant Feature rich (CDR's, MOH, Conference Rooms, Call Queues, ACD, Trunk Failover, etc.)**
- **User Features (Call Forward, Find Me/Follow Me, Fax to E-mail, Click to Call, Dial by Name Directory, etc.)**
- **Leverage existing IP Phone sets**
- **Utilize GO!Local or GO!Anywhere trunks or a combination**
- **Administrator, Tenant, User Portal**
- **High Definition Voice quality available**
- **Scalable Solution to support future customer growth.**



# GO!Xtras



- **Enhanced Local Number (ELN) Provides Unlimited Local Calling For Additional Numbers When Presented As Outbound Caller ID**
  - Defines Local Calling Area For Calls When Used As Outbound Caller Id
  - Calling Area Of ELN Determines Local And Long Distance Costs
  - Includes E911 Address Registration, Protecting Telecommuting Workers And Branch Offices By Displaying Caller's Actual Location; Not The Main Billing Address
  - ELN Is Only Applicable To GO!Local
- **Local Number Portability (LNP)**
- **Enhanced DID (EDID) Is A DID With E911.**
- **Virtual DID (VDID) Is A DID Without Additional Options.**
- **Directory Listing (DL) Is Optional With ELN And EDID, Provided As Available And Predicated On Geographical Relevance.**
- **Extra Toll-free (XTF) Numbers Are Additional Toll-free Numbers; may be purchased individually with any Go! SIP Trunking product.**
- **Calling Name (CNAM) population, look up and delivery services**



# GO!Broadband



- **Nationwide Connectivity; ADSL, SDSL, T1/DS1, DS3**
- **Nationwide discounted pricing**
- **Call for quotes for broadband exceeding 45 Mbps**
- **Customers may use existing broadband connections that meet our voice quality requirements**



# Case Study I



- 46 CCS GO!Anywhere (unlimited local and long distance calling)
- 100 DIDs
- 5 Toll-free
- 3 Yr Term

Monthly Expenses	Before	w/Broadvox	Terms
<b>Local Carrier Service</b>			
Local Dial Tone	\$ 3,100.00	\$ 1,484.00	3-Year
Long Distance	\$ 950.00	\$ -	3-Year
Toll Free	\$ 1,761.00	\$ 625.00	3-Year
<b>Total Carrier Services</b>	<b>\$ 5,811.00</b>	<b>\$ 2,109.00</b>	
<b>Phone System</b>			
New System	\$ -	\$ 1,085.66	5 - Year FMV
<b>Total Expense</b>	<b>\$ 5,811.00</b>	<b>\$ 3,194.66</b>	
<b>Monthly Savings</b>		<b>\$ 2,616.34</b>	
<b>Annual Savings</b>		<b>\$ 31,396.08</b>	

# Case Study II



- 8 CCS GO!Anywhere
- 14 DIDs
- 3 Directory Listings
- 3 Yr Term

Case Study II			
Monthly Expenses	Before	w/Broadvox	Terms
<b>Local Carrier Service</b>			
HQ	\$ 550.00	\$ 272.00	3-Year
State A	\$ 375.00	\$ 30.00	3-Year
State B	\$ 250.00	\$ 30.00	3-Year
State C	\$ 250.00	\$ 30.00	3-Year
<b>Total Carrier Services</b>	<b>\$ 1,425.00</b>	<b>\$ 362.00</b>	
<b>Phone System</b>			
	\$ -		
<b>New Phone System</b>		\$ 175.05	5 - Year FMV
<b>Broadband- Internet Services</b>			
HQ		\$ 110.00	
State A		\$ 44.00	
State B		\$ 60.00	
State C		\$ 65.00	
<b>Total Broadband - Internet Services</b>		<b>\$ 279.00</b>	
<b>Total Expense</b>	<b>\$ 1,425.00</b>	<b>\$ 816.05</b>	
<b>Monthly Savings</b>		<b>\$ 608.95</b>	
<b>Annual Savings</b>		<b>\$ 7,307.40</b>	



# IP MAN™

AND METOO ADVENTURES



[WWW.IPMANADVENTURES.COM](http://WWW.IPMANADVENTURES.COM)

# Broadvox Contacts – Channel Sales



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