

# CASE STUDY

## Multi-State Company Cuts Telecom Costs Almost 50% with Broadvox SIP Trunking



### The Challenge

A multi-site, multi-state company with extensive monthly long distance fees and toll-free charges did not have adequate broadband for Broadvox SIP Trunking requirements, nor did they have a SIP enabled telephone system.

This company was interested in the promise of immediate savings with Broadvox SIP Trunking, but lacked the cash flow to purchase a new phone system and add to their broadband to fulfill the requirements for SIP Trunking. Their budget was already trimmed extensively in an attempt to survive the current economic climate.

### Analysis and Action

Broadvox analyzed their requirements carefully. For this company's cost-effective communications solution, Broadvox recommended GO!Anywhere with 8 Concurrent Call Sessions. The company could also make use of 8 VDIDs, 4 EDIDs and 3DLs, all on a 3 year term,

Cost effective broadband was added through Broadvox meeting QoS necessary to enable the highest quality VoIP services. Additionally, it was recommended that this company lease a SIP compatible phone system, which would reduce their overall monthly telecommunications expenses even more without tapping into their already tight capital expenditure budget.

### Broadvox SIP Trunking Results

In the majority of cases, deploying Broadvox SIP Trunking with a SIP compatible phone system dramatically reduces overall monthly telecom expenses. By leasing the phone system, the company was able to avoid a hefty cash outlay and began saving money immediately proving that a new system was cheaper than maintaining their legacy CPE.

With GO!Anywhere and the additional options selected, their monthly telecom expenses dropped from \$1425 per month to \$362 per month. The lease for the new phone system was only \$175.05 per month, still much lower than their previous expenses. Even After they added in the broadband services that totaled \$279 per month, they still realized a savings of \$608.95 per month.

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

### Case Study Highlights

- Lower telephony expenses
- Conserve valued CAPEX budget
- Acquire new IP Telephone system supporting new applications and features
- Acquire quality broadband at significant cost savings
- Acquire local, long distance and toll-free services from a single carrier

### About Broadvox

Founded in 2001, Broadvox is a worldwide leader in providing integrated managed VoIP services to SMB, enterprise, and carrier customers. It has deployed one of the largest full-featured global VoIP networks and is trusted by more than 200 telecommunications carriers, ASPs, ISPs, and over 3,000 businesses to transport over 10 billion minutes annually. The Broadvox Network Operations Center operating 24x7 provides the reliability, security, and quality of service required by the world's most discriminating customers. Broadvox offers SIP Trunking, SIP origination and termination services, and hosted communications solutions. Broadvox is headquartered in Dallas, Texas. For more information about Broadvox, visit [www.Broadvox.com](http://www.Broadvox.com).

