

CASE STUDY

Business Telecom Expenses Reduced Almost 50% with Broadvox GO!Anywhere



The Challenge

A small to medium sized company in the Midwest was interested in migrating to IP Communications, but in today's economy, they were hesitant to upgrade their communication system due to their perception that the cost would outweigh the benefits. They conducted a preliminary analysis and the cost of purchasing a SIP compatible phone system was simply not in the capital expenditure budget.

Analysis and Action

This company had only one office location with a monthly telecom expense of nearly \$6000, which included carrier services, broadband and equipment expenses.

They deployed Broadvox SIP Trunking, including GO!Anywhere with 48 Concurrent Call Sessions, 100 DIDs and 5 Toll-free numbers on a 3 year contract. They also used a 60-month Fair Market Value lease for a new SIP enabled phone system to avoid the capital expense.

Broadvox SIP Trunking Results

In most cases, deploying Broadvox SIP Trunking with a SIP compatible phone system substantially reduces overall monthly telecommunication expenses. In this case, after analyzing the company's needs, it was clear that the company could lease the new SIP compatible phone system, utilizing a 5 year Fair Market Value lease and spreading the cost out over time.

Leasing the new phone system prevented a major cash outlay and the customer was able to deploy Broadvox GO! SIP Trunking cutting communication costs immediately. With GO!Anywhere, the cost of their local calling was reduced from \$3100/month to \$1485/month. Long distance is included with GO!Anywhere, so that saved an immediate \$950 per month. Toll-free calls dropped from \$1761 per month to only \$625 for the same service.

With Broadvox, this small to mid-sized company had a monthly savings of \$2616.34; almost half of their previous telecom budget of \$5811.

| Small to Mid-sized Midwest Company | | | |
|------------------------------------|-------------|--------------|------------|
| Monthly Expenses | Before | w/Broadvox | Terms |
| Local Carrier Service | | | |
| Local Dial Tone | \$ 3,100.00 | \$ 1,484.00 | 3-Year |
| Long Distance | \$ 950.00 | - | |
| Toll-free | \$ 1,761.00 | \$ 625.00 | 3-Year |
| Total Carrier Services | \$ 5,811.00 | \$ 2,109.00 | |
| Phone System | | | |
| New System | - | \$ 1,085.66 | 5-Year FMV |
| Total Expense | \$ 5,811.00 | \$ 3,194.66 | |
| Monthly Savings | | \$ 2,616.34 | |
| Annual Savings | | \$ 31,396.08 | |

Case Study Highlights

- Lower telephony expenses
- Conserve valued CAPEX budget
- Acquire new IP Telephone system supporting new applications and features
- Acquire all telecom services through a single carrier
- Execute SLA to ensure service quality

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.

