

Can Hosted PBX really cut your bills by over 50%?

Presented by: Ascend Technologies, Inc.



Today's agenda

- Discuss research findings
- Learn key components of the phone bill
- Discover the hidden costs not included in the bill
- Explore cost-effective solutions



About the research

Here's how it was done

- Our study examined the monthly phone bills of 19 small business customers
- Averaged out monthly service costs for the following:
 - Fee per line
 - Local calling and Long Distance fees per line
 - Carrier fees per line
- Separately, averaged the up-front costs of systems, as well as desk phones themselves



The phone bill mess

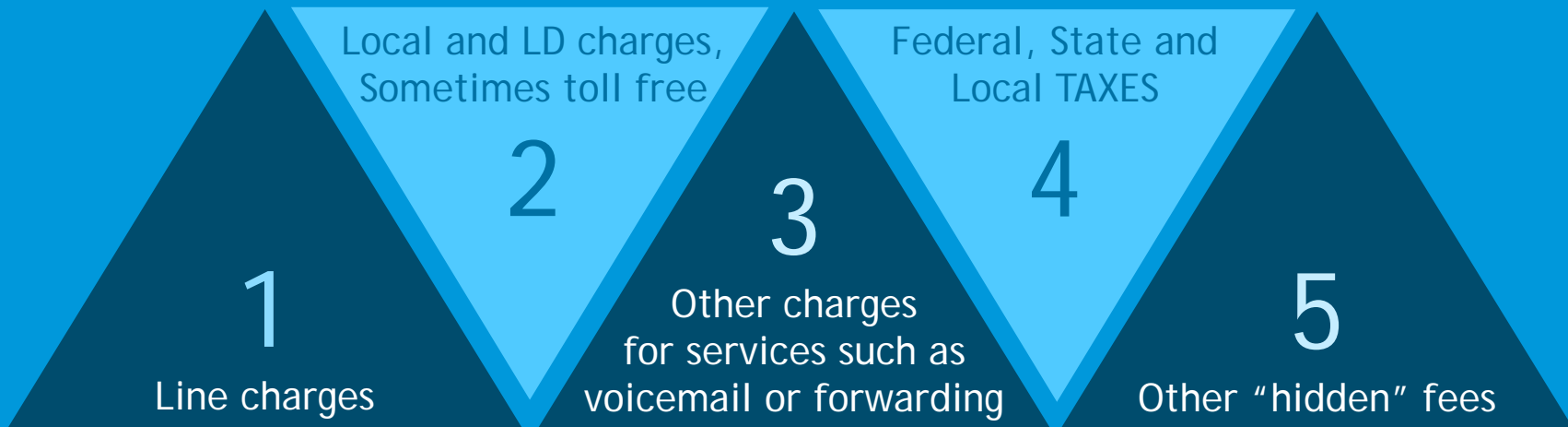
This is really hard...even for us

- Phone bills contain confusing jargon, codes and meaningless acronyms
- Most customers HAVE NO IDEA what they are paying for
- Taxes and “Hidden Fees” are intermixed to confuse customers

We're going to teach you to cut through the clutter and get to the true \$\$\$

Key components of your phone bill

Phone companies don't make it this easy...



How to Untangle the Mess

The information you need to get from your bill

1 Number of lines-
everything hinges on this

4 Fees for other
services such as
voicemail and call
forwarding

2 Price per line- It may
not be obvious.

5 NON tax fees and
surcharges

3 Long distance and
sometimes local charges

6 Optional- Number of
toll free minutes and cost

Other 'hidden costs'

You won't find these on your bill

- Maintenance contracts
- Move, adds and changes
- Expanding your phone system
- The cost of downtime
- Switching providers



With Hosted PBX there are no 'hidden costs'

- No maintenance contracts
- Easily add phones and lines
- 99.999% uptime SLA
- No contracts, no cancellation fees



What the study found

	Line Fee	Local Fee	LD Fee	Carrier Fees	Total
Competitors' Average	\$44.44	\$1.55	\$9.09	\$11.23	\$66.51
Hosted PBX	\$29.99	\$0.00	\$0.00	\$1.50	\$31.49
Savings	\$9.12	\$1.55	\$9.09	\$9.73	\$35.02
Savings Percentage	32.82%	100%	100%	86.64%	52.65%

The bottom-line?

Customers save over 50% on phone bills

	Competitors' Average Cost	Hosted PBX Cost	Savings
Service Costs Per month, per line, including fees	\$66.51	\$31.49	53%
Hardware Costs PBX system and deskphones for 5-10 lines	\$3,500 - \$4,000	\$0	100%

The Hosted PBX Difference

Simple and Fair

Hosted PBX
line fee
INCLUDES
local and LD
at no added
cost

Hosted PBX
collects all
Fed, State
and local
taxes (just
like everyone
else)

Hosted PBX
has **ONE**
surcharge of
\$1.50/line for
E911

With Hosted
PBX, services
like voicemail
and
forwarding
are included

Hosted PBX

A cloud-based phone system that helps small and medium-sized businesses communicate better.



For users: Fortune 500-style calling features

- Features include Find Me/Follow Me, voicemail-to-email, 3-way calling and everything else you'd want from a desk phone
- Every user gets Fax via Internet, Conference calling and more
- CallScape app offers Salesforce integration and presence info

Hosted PBX

A cloud-based phone system that helps small and medium-sized businesses communicate better.

For admins: Lower costs and better control

- Save up to 50% or more on capital, maintenance and long-distance costs
- Get unlimited calling to the US
- Includes auto attendant, hunt groups and other features
- No hardware to buy, no software to manage
- No technicians necessary to move add, or change users

Q&A



Submit your questions now