

Do you know what you currently have? (Really, sure?)

There are **SO** many choices out there.

know what you currently have so you can find out what it will work with, or if you need a clean slate.



2

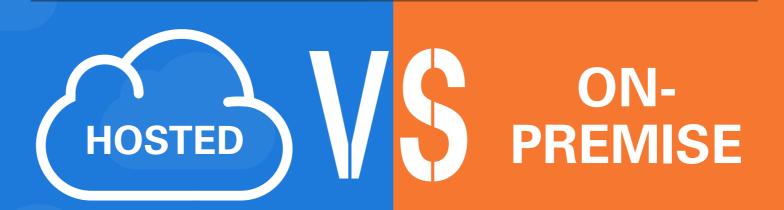
Do you know what you need? (Not just what you want!)

If you're deciding on cloud vs on-premise, what's making you look?

It might be one thing that is not working the way you want it, but are there other importantthings that need to be there too?



BUSINESS PHONE SERVICE



Ok... now let's talk about the differences.

Lower up-front costs, easy to budget & no long-term commitments.



Higher up-front costs, lower running costs & long-term commitments.

Data is protected by the service provider. They ensure the security patches are current and up-to-date.



STARTED

DATA SECURITY Data is held at your location and you take responsibility for keeping your security up to date.

Cloud services
can offer greater
redundancy,
helping to
keep your
communications
up and running.



RELIABILITY

Allows you
to control
the level of
redundancy, but
can be costly
with larger
businesses.

Easy to scale up or down as your needs indicate, with little to no time to add lines. Fixed costs are easy to forecast.



SCALABILITY

May require
additional
hardware for
adding lines,
once you own
the hardware
your costs are
lower.



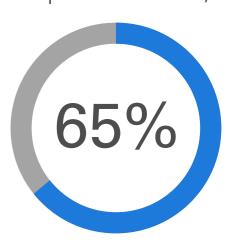


VENDOR

Choosing a vendor that can become a trusted advisor can make sure that you get the solution that is best for your company today, as well as your future growth. Ensure that your vendor has the ability to implement a complete solution and can support you in the way that you need.



In a recent survey of IT professionals,



were using hosted VoIP¹

The rate organizations deploy cloud telephony will more than

DOUBLE

from 2016 through 2021²

Tthe global hosted PBX market size is expected to grow

\$9.50 Billion

2018

2023

from \$4.73 billion USD in 2018 to \$9.50 billion USD by 2023³

Check with your vendor to see if you can use some of your existing communications infrastructure!

¹ https://www.channelpartnersonline.com/2017/11/14/centurylink-survey

more-businesses-to-embrace-hosted-voip/

² Unified Communications Worldwide 2017 Forecast Overview— Gartner
³ Hosted PBX Market by Solution, Service (Virtual Deployment & Setup, Virtual Assistance & Support, Online Charging Services, Emergency Call Routing Services, Protocol Management Services), Organization Size, Vertical, and Region - Global Forecast to 2023

Sangoma.com © 2018 Sangoma Technologies Proprietary - Every effort has been made to ensure accuracy of this document. Due to ongoing improvements and revisions, Sangoma reserves the right to make changes without notice.



angoma.com