We think three issues are converging in the current telephony market.

THE ECONOMY. Businesses have a much more cautious attitude than in years past and there seems to be little appetite for squandering money as well as a new appreciation for certain subtle costs.

UNREMITTING EXPENSE. After a couple of decades of owning their own communications systems, executives have a clear understanding that telecom is a very large cost center. Everything wears out and has to be replaced, often sooner than anticipated. In good times, growth has extraordinary costs, but we live with them, because times are good. A new phone for several hundred dollars; a card for a couple of thousand, a new box for (are you kidding–that much?). Licensing, new software, because the replacement parts are not compatible.   Worse, in bad times we cannot reduce the costs and they become magnified. Then, there are those telco bills!

TECHNOLOGY CHANGES. No matter how they planed it, nobody could keep up with changes in telephony. From the days we offered voice mail (and most of the customers said they would never use it), the technology has rocketed ahead. What's next? Video certainly. Video conferencing certainly. HD voice certainly. What else? Something we never heard of, no doubt. For how many years did your company do without technology you needed, because your system couldn't do it? On the flip side, how much technology did you purchase that you never really used?

NEW THINKING.   Today there is a paradigm shift. Telecom costs are headed to the cloud, along with your entire data system. Why not outsource these costs, create system redundancy, minimize what you pay and be better prepared for changes in technology? Why not indeed!

IN THE CLOUD. VoIP. What is it? Your voice calls traverse the internet as data packets. By the way, that's how your telephone company does it right now. They traverse the internet, then convert your calls to older technology to deliver them to your older phone system. Your future telephone system will be in a data center, where it is far safer than in your office. You will have absolutely no maintenance costs. Growth will not be an issue. Catastrophic failure will not happen. Even an earthquake will not interfere with the ability to answer calls. You will have full redundancy, full disaster recovery, call delivery to wherever you are, and less cost.

FEATURES & BENEFITS. This is the best part. You only pay for what you need. Everybody in your company has what they truly need today, but don't have-- Connectivity–a telephone connection to the Enterprise, wherever they are. Voice mail to their email, wherever they are. Fax via the internet, for the few who need it. Multiple offices can function as one. Call coverage around the country or around the world is possible. Yes, we can add auto attendant, call queuing and even more features if you really need them. Let us explain the benefits.