



Gain Productivity from your Telecommunications System

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Standards-based, Scalable, and Simplified Architecture



Industry Standards:

- MGCP
- SIP & SIMPLE

Sphere Standards:

- CTIP

Spherical Desktop



IP Communications



SOHO GW

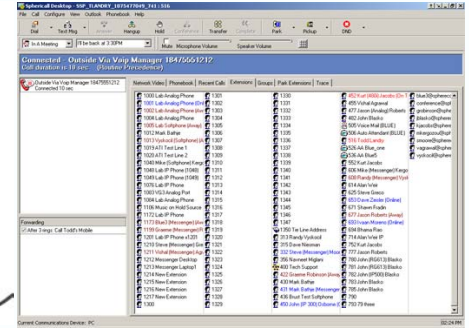


Analog Phones



Legacy PBX

Bringing you a choice in End Points that fit your Enterprise...



WISIP™ WiFi SIP Phone
next generation IP communications



Benefits of a Move to a Simplified Multi-Tiered Software Architecture

- **Single Platform, Highly Scalable**
 - 2 to 30,000 users
- **User-based Pricing**
 - Pay-as-you-Grow
- **Low Startup Price**
 - No base price for software system
- **Zero Penalty Redundancy**
 - Deploy as you need
- **Simplified Product Structures**
 - User-based, single SKU, all features
- ***Rich Features, One Price!***

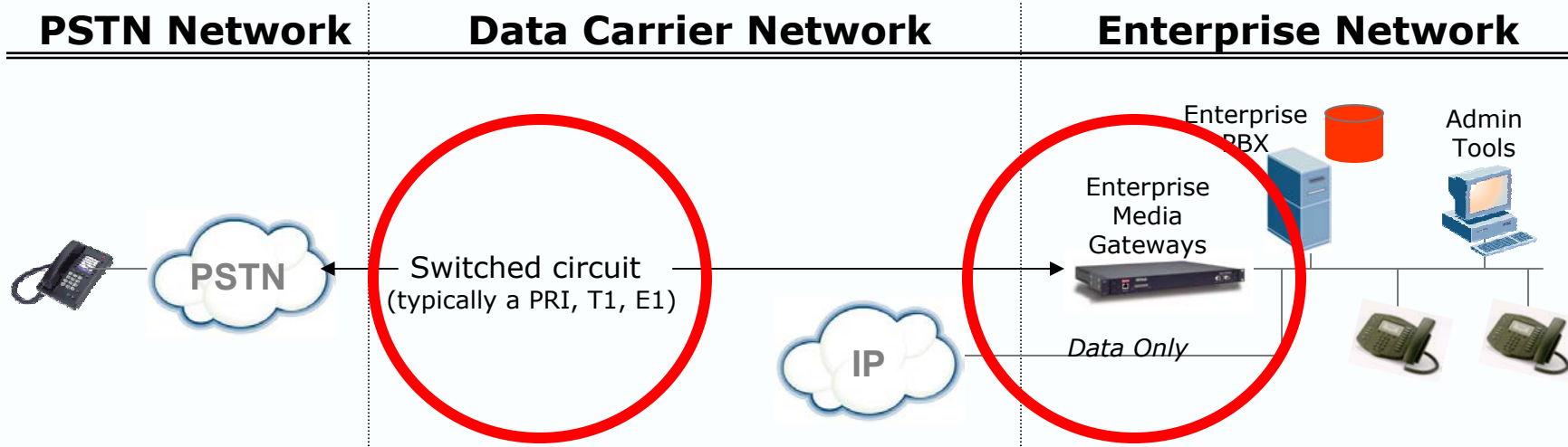
Rich Features, One Price

- Redundant call control including **rich PBX services**
- Multiple site routing, call queuing & attendant tools
- Support for multiple media gateways and IP phone devices
- Complete Administration Tools w/ reporting & monitoring
- Includes **Voice Mail** with Unified Messaging
- Includes Spherically Desktop productivity set providing
 - **Presence** & Presence-based Personal Call Routing
 - Desktop **Video** (n-Party Conferencing)
 - Desktop **Soft-phone** (synchronized with Hard-phone)
 - Enterprise **Instant Messaging** (Integrated & MS Messenger)
 - Personal Call Management (Call Logs, Outlook Journals)
 - Business Tool Integration (Outlook, CRM/Web, Etc.) APIs

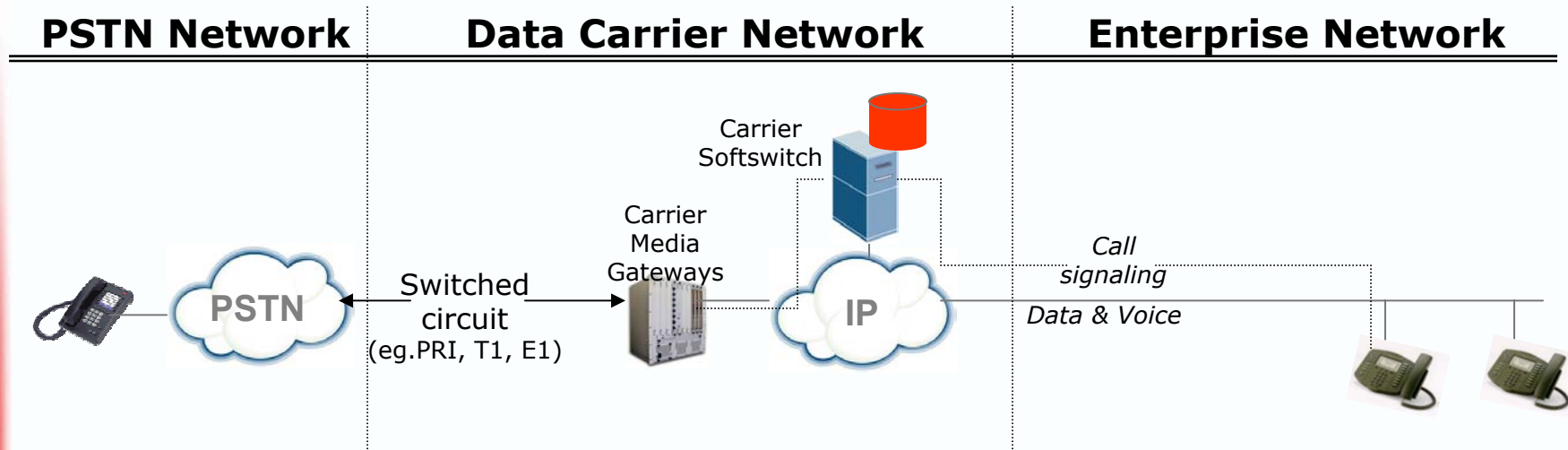
A red sphere is positioned at the top left of the slide, with a vertical line extending downwards from its center. The line is white with a red gradient at the bottom, matching the footer's color scheme.

**Where will a software-based
System take us?**

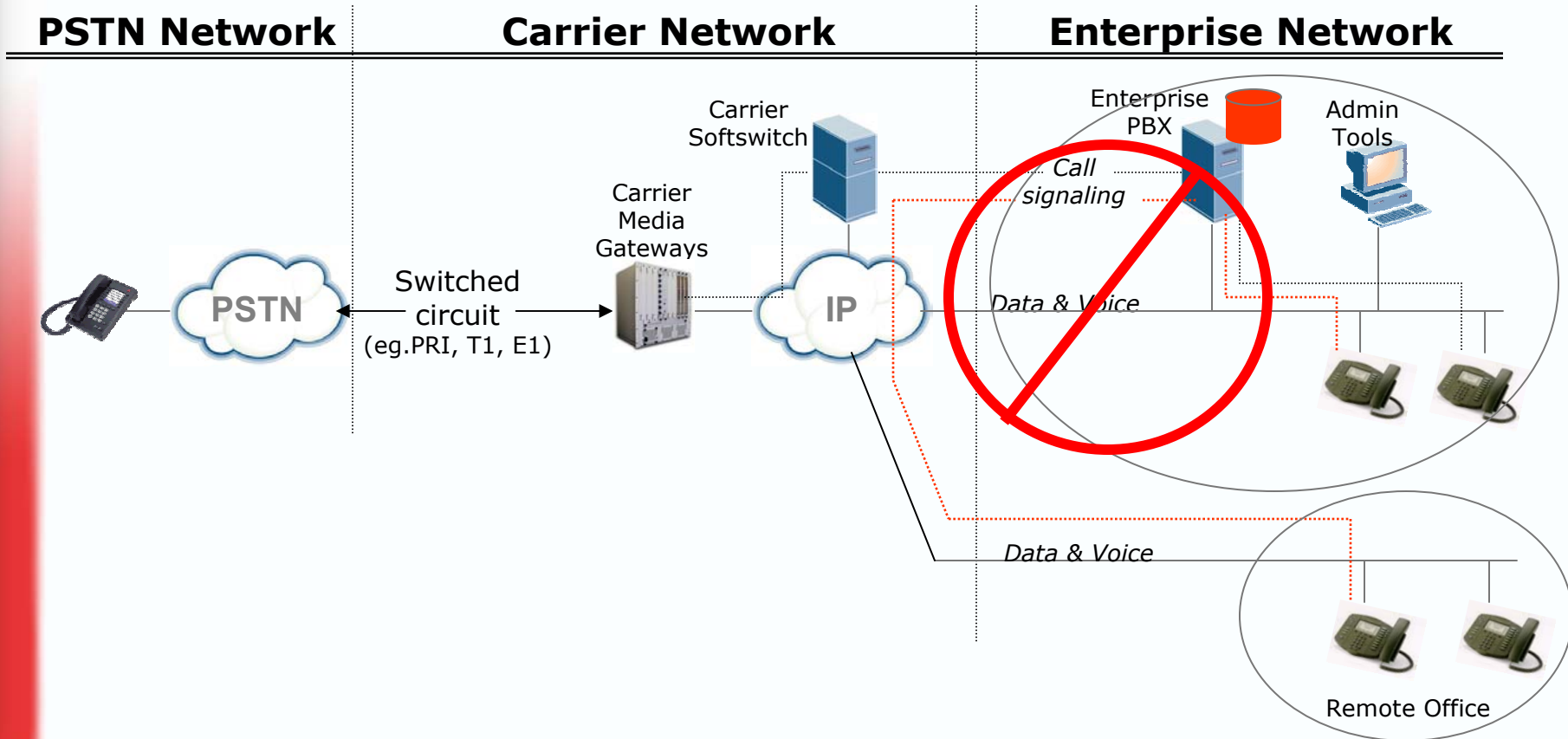
Traditional Approach: Enterprise "Owned" IP PBX Model



Alternative Approach Today: Enterprise "Hosted" Model (IP Centrex)



Next Approach – All Software: Virtual Trunking Networks





Productivity & Collaboration Demonstration ...

- 1 – Desktop Calling Tools**
- 2 – Presence**
- 3 – Text Messaging**
- 4 – Desktop Video**

BE THE DRIVER.

Spherically

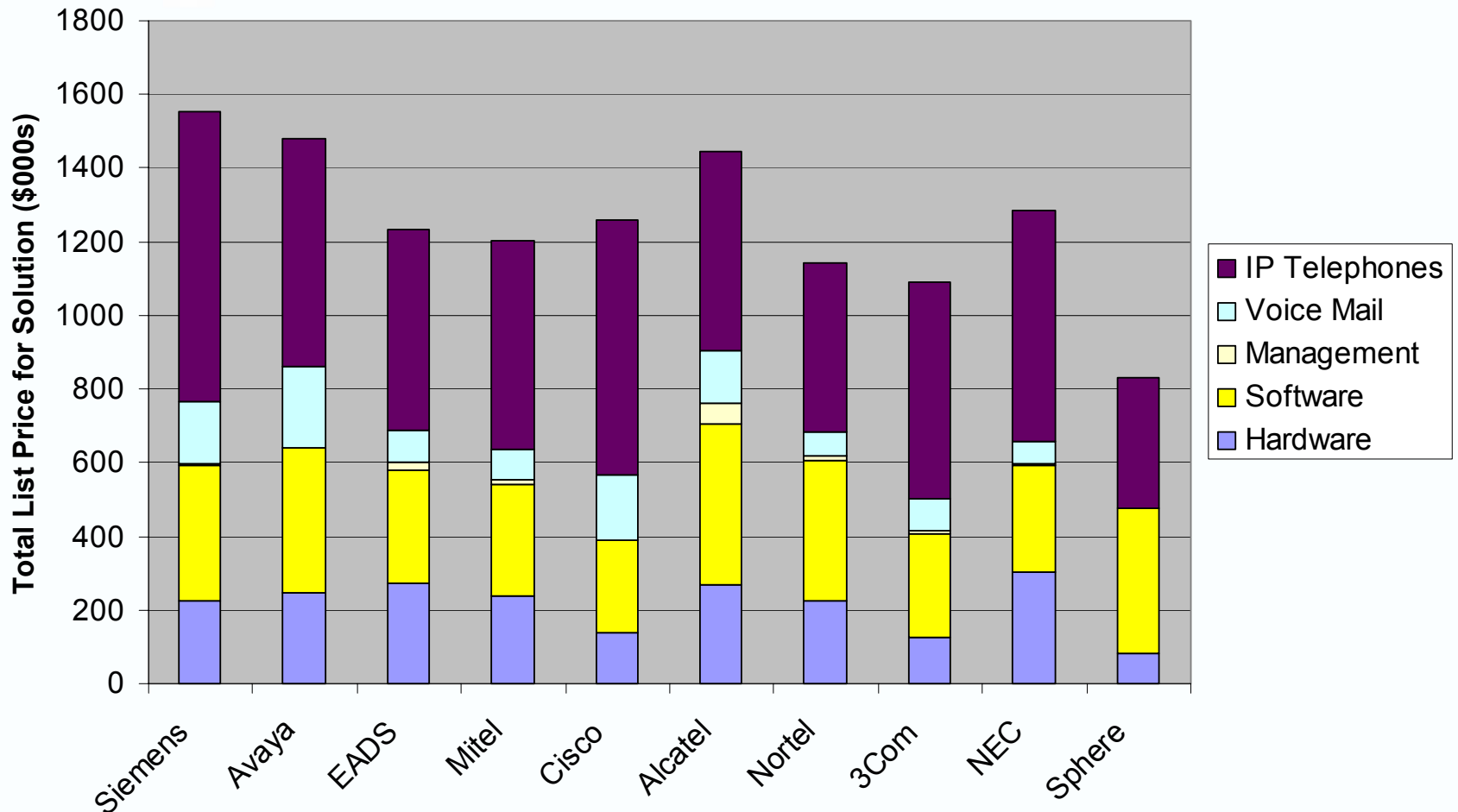
Telecommunications software
for your enterprise

A large, glossy red sphere is positioned on the right side of a two-lane asphalt road that stretches into the distance. The road has a yellow center line and white edge lines. The background consists of rolling green hills under a clear blue sky.

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List Price Comparison by Solution Components

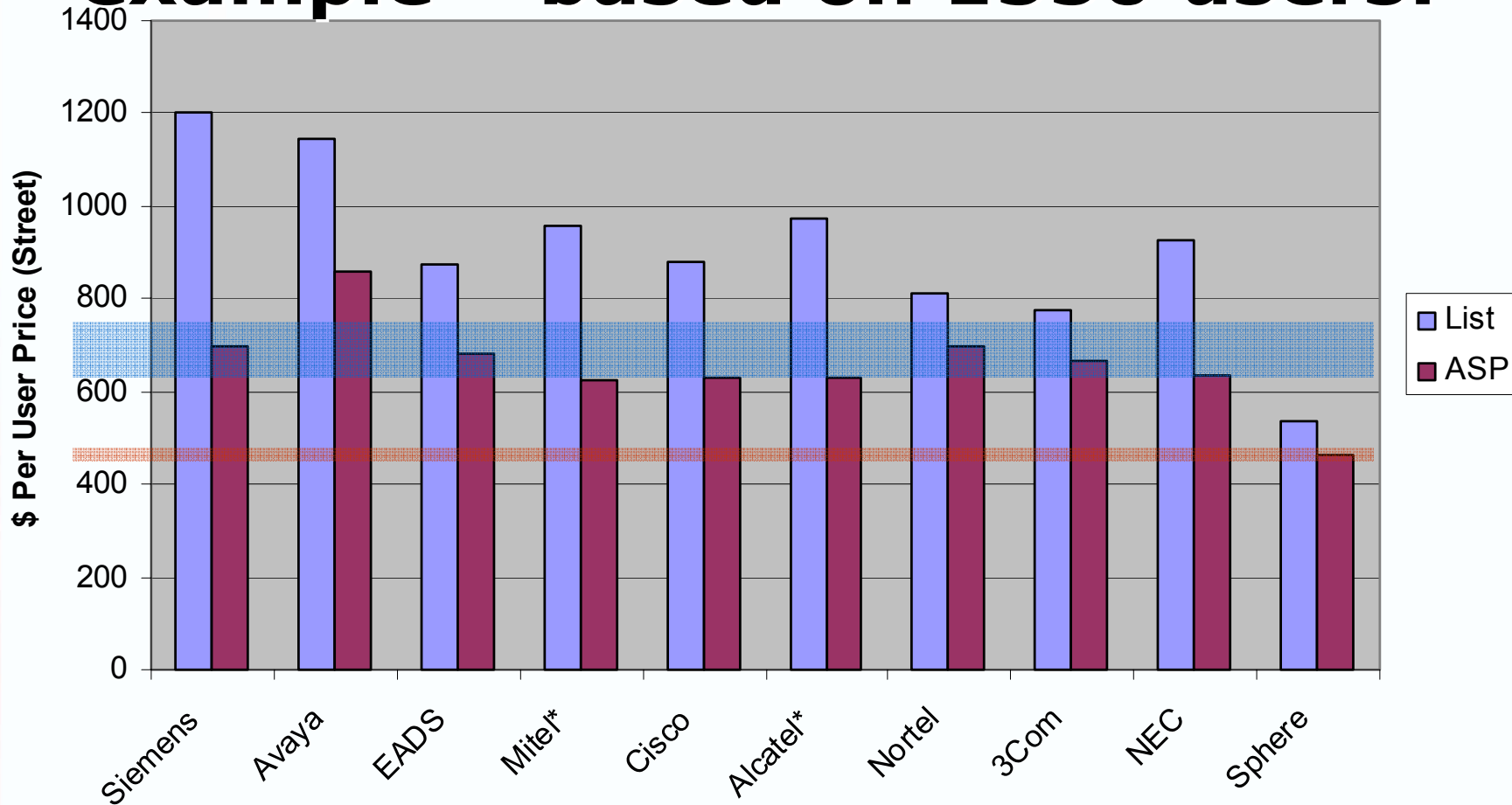


Notes:

- 1.) Does not include Installation or Service costs
- 2.) Sphere solution includes Desktop/Softphone for all users

Source: Industry RFP submissions for 1550 user (1991 total ports) solution. VoiceCon show, February 2004

Resulting street price per user example - based on 1550 users:



Notes:

- 1.) Does not include Installation or Service costs
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Source: Industry RFP submissions for 1550 user (1991 total ports) solution. VoiceCon show, February 2004

* Based on a street discount estimated at 35% from list



Return on Investment

Actual Customer Case

- 300 Employees ranging from Consultants to Sales to Customer Support
- 3 “Brick & Mortar” office Locations
- Migrated traditional PBX at 3 locations to full IP PBX
- Deployed fully converged desktops, integrated with CRM

Results:

- MAC costs dropped 75% (1/2 due to Full Desktop Convergence)
- Move from two full time employees to 30% of one
- PSTN Costs dropped from \$35K/mos to \$12K/mos
- Saved 75% in desktop instrument costs (hard phones)
- Desktop CRM integration reduced pipeline turn by 40%



Return on Investment

Actual Customer Case

- Est Monthly \$FTE Savings \$31,500
- Monthly Trunk Savings \$23,000

● TOTAL SAVINGS / MOS	\$54,500
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- Hardware Costs \$22,313
- IP Telephones \$75,000
- Software Costs \$78,207

● TOTAL SYSTEM (LIST PRICE)	\$175,520
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● EST RETURN @ LIST:	3.22 Months
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* Not considering productivity gains

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