



BandTel is a leading global provider of VoIP termination to the PSTN using SIP. BandTel's SIP Trunk solutions are uniquely designed for Value-Added Resellers and Managed Service Providers for your SMB and enterprise end customers.

Products

- **BandTel SIP Trunks**
Make external calls using the same VoIP protocols as your ShoreTel System uses for internal calls. Eliminate the cost of traditional TDM circuits and IP-PBX gateway hardware and save up to 40% on long distance toll charges by using SIP trunks for external calls.
- **BandTel Maximizer™ Trunks**
Eliminate trunk capacity planning with BandTel Maximizer Trunks. One BandTel Maximizer Trunk supports as many concurrent calls as your business requires without the need to predict trunk usage.

Product Overview

Now more than ever businesses are realizing the value of Voice over IP and real-time communications over IP networks. BandTel offers Value-Added Resellers and Service Providers a quick, low-cost approach for delivering VoIP communication services to your end customers. With our full suite of Session Initiation Protocol (SIP) trunking solutions, BandTel provides business customers significant cost saving by seamlessly and cost-effectively consolidating unified communications applications such as voice, video and data over a single IP WAN circuit to connect with customers, vendors and partners worldwide.

Solution Overview

BandTel SIP Trunks

Both small and mid-size businesses (SMBs) and enterprise customers are rapidly adopting IP telephony solutions from ShoreTel®. SIP Trunks from BandTel allow ShoreTel customers to extend the power and efficiency of IP telephony from their local networks out to public IP networks and the Public Switched Telephone Network (PSTN).

Currently IP-PBX solutions use specialized hardware called “gateways” to convert VoIP calls to legacy PSTN circuits (such as analog or T1/PR1 trunks) in order to place calls outside the enterprise. BandTel SIP Trunks allow customers to place and receive external calls using VoIP, thus eliminating the need for dedicated gateways and legacy voice circuits. Significant cost savings are achieved by better utilization of the customer's existing IP WAN connections, and by reducing or eliminating PSTN requirements and associated gateway hardware. When necessary, VoIP calls are converted to PSTN calls by gateways inside the BandTel network so the customer's IP-PBX equipment doesn't need to. As a result, BandTel is able to select the lowest cost PSTN interconnection point in order to pass toll savings along to customers.

Key Features/Benefits

BandTel SIP Trunks provide VoIP origination and termination and global PSTN interconnection for enterprise IP telephony solutions from ShoreTel. BandTel services include:

- Local inbound/outbound calling
- Interstate and international long distance calling
- Direct Inward Dial (DID) numbers
- 800 numbers
- Toll free calling
- Local number porting
- Emergency 911 support
- 411 directory assistance
- Caller ID
- Off-premise extensions for mobility
- Standard codec support: G.711 and G.729A
- Customer service portal for online service management
- Mobility and remote worker solutions
- Disaster recovery

Bottom line: BandTel SIP Trunking solutions provide all of the features of traditional PSTN telecom services and more at costs up to 40% below legacy services.

"We've been using BandTel SIP Trunks for over two years. The BandTel service works great and saves us money."

— Jenna Miller
General Manager,
CD Communications, Inc.

Customer Value

ShoreTel IP telephony solution infrastructure provides businesses with a secure, cost-effective and scalable VoIP solution that is easy to manage.

BandTel SIP Trunks offer end customers dramatic cost savings in terms of monthly telecom expenses as well as internal operational cost savings:

- Reduce monthly LD costs by up to 40%
- Eliminate the expense of duplicated voice and data trunks
- Optimize WAN bandwidth utilization
- More cost effective scaling of voice services with business needs (add one trunk at a time)
- Reduce telecom infrastructure costs (gateway hardware)
- No physical wires to install or connect to your IP-PBX
- Reduce on-going administrative and management overhead

Reseller Benefits and Options

BandTel N-Plus™ SIP Network

BandTel's patented N-Plus™ SIP network is unsurpassed in the industry for performance, scalability and reliability, and includes capabilities designed specifically for service providers and value-added resellers. BandTel's SIP trunking solutions help you, as our partner, expand your business with the ability to cost-effectively and easily deploy IP voice services to your enterprise customers.

Business benefits of partnering with BandTel include:

- Rapid cost-effective deployment of VoIP services
- Increased revenue through voice service bundles
- Higher Average Revenue Per User (ARPU) per customer and greater customer retention
- Minimal up-front cost requirements and on-going operational costs
- Predictable monthly revenue streams
- Build long-term relationships with your customers

Private Label Options

BandTel Private Label allows reseller partners to exclusively brand BandTel services. Private branding allows tight integration, bundling and pricing options for partner-provided managed services offerings that may include SIP trunking.

Billing Solutions

Oftentimes underestimated, billing can sometimes be the most complex and operationally intensive aspect of telecom services. BandTel provides reseller partners with outsourced billing services, which may accelerate your time-to-market and minimize operational overhead costs.

About BandTel

BandTel delivers the most reliable, end-to-end VoIP trunk service available today, guaranteeing uninterrupted service as a result of the fault tolerant, state-of-the-art VoIP network and SIP Soft Switch technology. BandTel's N-Plus architecture solves throughput and redundancy problems and eliminates single points of failure, thus creating a viable alternative to legacy leased lines.

About ShoreTel, Inc.

ShoreTel is a leading provider of enterprise IP telephony solutions. The BandTel-ShoreTel solution extends the benefits of IP telephony beyond the boundaries of the enterprise to provided end-to-end IP communications for maximum telecommunication cost savings, ease of use, manageability and lower overall total cost of ownership

Disclaimer

To be "ShoreTel Certified" means that Technology Partner's product will inter-operate with the ShoreTel system, but ShoreTel does not certify that the features or functionality of Technology Partner's product will perform as specified by Technology Partner nor that Technology Partner's product will meet your specific application needs or requirements. To inter-operate means that Technology Partner's product is able to exchange, use and share information with the ShoreTel system.



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