



Company Brief

Bandwidth.com is a complete nationwide communications provider offering businesses advanced Internet, IP-Based Voice, and network service solutions. As a single source provider for business telecom needs, Bandwidth provides its customers with unparalleled quality, savings and service. The company's unique methodology, experienced team and dedicated customer service ensure accountability and service superior to that of traditional Internet and VoIP providers.

Products

- Business Class VoIP
 - SIP Trunking
 - Origination/Termination
- Data Services
 - SDSL, T1, NxT1, T3
 - OC-x
 - MPLS
 - Colocation
- Managed Network Services
 - Monitoring and Alert
 - Management

Product Overview

SIP Trunks are single concurrent voice channels that enable two-way communication over a dedicated Internet connection.

SIP (Session Initiation Protocol) Trunking combined with an IP-PBX enables organizations to save money by consolidating their voice and data over a Dedicated Internet Access (DIA) Circuit - maximizing the investment on the IP circuit and their IP PBX. Bandwidth.com's SIP Trunking service is a business-class telecommunications solution that delivers local, toll-free, domestic and international long distance service through our leading National footprint covering more than 99.4% of the U.S. market.

Bandwidth.com SIP customers can:

- Obtain local phone numbers for remote users
- Increase scalability by adding trunks in single increments when needed, unlike a PRI (23 channels) that takes time and wastes capacity
- Reduce costs by sharing trunks across multiple sites eliminating unneeded excess capacity
- Simplify management of global call capacity to a total number of lines needed versus site specific PRI needs
- Save up to 50% on long distance rates or choose an unlimited long distance plan
- Enjoy the convenience of a single provider with national footprint
- Optimize unused bandwidth to dynamically adjust to phone/Internet usage

Solution Overview

Before SIP Trunks and After SIP Trunks

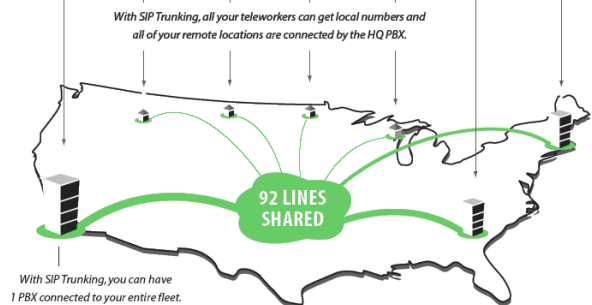
A Side by Side Comparison

Businesses with single and multiple locations benefit with SIP Trunking because they are not restricted by the limits of PRIs. SIP Trunks are especially beneficial to businesses with remote locations and teleworkers, allowing the entire fleet to communicate through the company Headquarters PBX. Businesses are now offered the freedom and creativity to save on their communications.

THE BREAKDOWN	TOTALS	LOS ANGELES HQ Office	TELE WORKER	TELE WORKER	TELE WORKER	TELE WORKER	CHARLOTTE Remote	BOSTON Remote
BUSINESS								
# OF EMPLOYEES	209	120	1	1	1	1	65	20
# OF CONCURRENT CALLS	92	50	1	1	1	1	30	8
BEFORE SIP TRUNKS								
CHANNELS (PRIs)	142 (6)	69 (3)	1	1	1	1	46 (2)	23 (1)
DATA CIRCUIT	10.5 MB	6 MB	CABLE	CABLE	CABLE	DSL	3 MB	1.54 MB
LOCATION NEEDS PBX	3	YES	NO	NO	NO	NO	YES	YES
CARRIER	6	Qwest	COX	TIME WARNER CABLE	TIME WARNER CABLE	BELLSOUTH	Sprint	at&t
AFTER SIP TRUNKS								
# OF CHANNELS / LINES	92	50	1	1	1	1	30	8
DATA CIRCUIT	15 MB	9 MB	CABLE	CABLE	CABLE	CABLE	4.5 MB	1.54 MB
LOCATION NEEDS PBX	1	YES	NO	NO	NO	NO	NO	NO
CARRIER	1	bandwidth.com	bandwidth.com	bandwidth.com	bandwidth.com	bandwidth.com	bandwidth.com	bandwidth.com

COST SAVINGS WITH SIP TRUNKS

- > 90 Lines vs 140 Channels
- > 1 PBX vs 3 PBXs
- > 1 Carrier vs 6 Carriers
- > Less System Maintenance



"My business relies on telecommunications to and from points across the country. I needed a quality VoIP service I could depend on with low long distance rates and scalability to grow with my company. Bandwidth.com met and exceeded my expectations."

— Patty Baber, Co-Owner,
AccuQuick Abstracting

Key Features/Benefits

	THE CHALLENGE	PRI WASTES	SIP TRUNKING SAVES
SCALE	> Service to grow with business	> PRI's requires 23 lines and a 30 day lead time	> Buy one at a time with remote turn-up
	> Seasonal Call Volume	> Must over provision wasting money	> Provision trunks as needed with no truck roll
	> Teleworkers	> Must use extensions, multiple providers and bills	> Obtain local phone numbers for remote users, one bill
SIMPLIFY	> Service Installations	> Manage multiple vendors to deploy POTS, PRIs, T1s in multiple markets	> Single vendor for all voice and data services nationally
	> Telecom Accounting	> Multiple bills and providers	> Local, Long Distance, Toll Free and Dedicated Internet from one provider, one bill
	> Capacity Management	> Must manage individual call capacity at each individual locations through multiple carriers	> Call capacity is aggregated to one location and one provider
SAVE	> Right Size Telecom	> PRIs 23 channel minimum often forces locations to buy more capacity than is needed	> Reduce costs by purchasing only the number of lines needed and sharing across multiple sites
	> Cost Containment	> Multiple circuits for voice and data	> Leverage IP connection to converge voice and data
	> More efficient use	> Fixed channels for voice and data creates wasted capacity	> Dynamically allocates bandwidth for voice and/or data needs

Customer Value

Customers realize significant savings, scalability and quality by replacing existing telecom lines or trunks with SIP Trunks. The cost savings versus older voice technologies will help pay for their ShoreTel IP PBX investment. SIP Trunking provides unmatched scalability to businesses by virtue of the simple, remote provisioning process that typically takes days instead of weeks. Bandwidth.com's business-class VoIP service has guaranteed call quality backed by an industry leading Service Level Agreement (SLA).

About Bandwidth.com

Bandwidth.com is a nationwide, complete business communications provider offering advanced VoIP, SIP trunks, dedicated Internet circuits and Phonebooth to small and medium businesses.

About ShoreTel, Inc.

ShoreTel is a leading provider of enterprise IP telephony solutions. The Bandwidth.com-ShoreTel solution provides customers with a number of key benefits, including ease of use, manageability and lower 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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