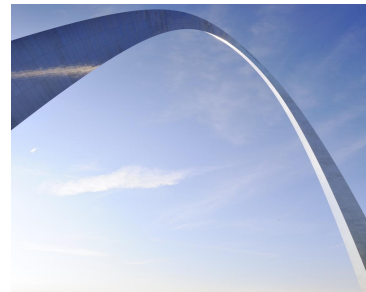




Tangent™: A Managed VoIP Gateway Service

(rev 110331a)

BandTel's GenerationsSM program offers managed VoIP telecommunication services for small and medium size enterprise users. TangentSM, a BandTel certified VoIP gateway, allows customers to gently move into new VoIP/SIP technology by preserving their current infrastructure.



What sets this service apart from other offerings is the support of the VoIP CPE platform (TangentSM) is handled by the service provider. The gateway device is configured by, cared for, and monitored by BandTel. Payment for the CPE equipment and management is bundled into the service offering.

In summary, Tangent™ allows BandTel to offer the client the best of both worlds...

- Fully supported services, as is seen in a hosted services environment
- Full CPE side functionality with an on-premise PBX
- Plug & Play functionality, and one source to go to for support of both CPE site equipment and Telecommunication services

Tangent™: Retrofitting the Legacy Facility for SIP

The client's current legacy TDM PBX or key system is retrofitted with a BandTel specified media gateway. All standard VoIP SIP trunking services are then made available to the customer, yet no changes to the client's current infrastructure or procedures are needed.

Benefits:

Cost Savings- BandTel's VoIP service should be able to save the customer on all portions of their telecommunications bill. This includes

- **Loop/Trunk charges-** an average **savings of 50%**
- **Outbound Long Distance charges-** an average **savings of 20-40%**
- **Outbound Intra-LATA (in-state) charges-** an average **savings of over 50%**
- **Outbound International charges-** an average **savings of 30-50%**
- **Inbound 800 charges-** an average **savings of 20-40%**
- **Inbound DID charges-** an average **savings of 20-40%**
- **Office to Office On-Net calls-** **savings of over 90%**
- **Average Monthly Bill- reduced by over 40%**



New Features

- **Global Number Services** (see whitepaper section of www.bandtel.com)
- **Office to Office** (IP calls) on-net call savings
- **Interoffice speed-dial** options

Attributes

- **VoIP Gateway System Purchase, Build, & Provisioning-** is handled by BandTel
- **Installation-** is handled by BandTel or client
- **Configuration-** is handled by BandTel
- **Ongoing CPE Support-** is handled by BandTel
- **Nothing Changes-** legacy phone system and phones are left in place, minimizing the out of pocket expense for the client. Current telecom operations are also not impacted. New services are simply realized that are less costly, and offer more options. Further, when combined with the client's current TDM supplier, Tangent with BandTel SIP Trunking, offers voice redundancy and backup for the client's enterprise.

Summary

BandTel's Tangent[™] Generations[™] product offering is a new and unique way to offer telecommunications services to the small and medium size enterprise user.

Generations[™] offers all the benefits of a hosted product, but at that same time preserves all the conveniences and feature rich functions and cost savings available from having onsite CPE telecommunication systems.

Contact BandTel at sales@bandtel.com, 800.730.2870, or on the web at www.bandtel.com, for an immediate evaluation of your requirements and proposal that suites your needs. We look forward to helping you solve your challenges!

