

# Differentiators



## Reliable VoIP with SIP Trunking

*No other ITSP compares*

BandTel's Virtual Central Office (VCO) is the only service on the market to provide a fail-safe architecture, high Quality of Service (QoS) and complete echo cancellation. The network is designed to optimize bandwidth and resolve the throughput and redundancy issues traditionally associated with VoIP, especially on high-volume calling networks.

### SIMPLE, FAST DEPLOYMENT

In as little as 24 hours, you could be part of the BandTel network. The premise's current technology, and newly acquired technology, will determine the speed of the migration to VoIP. BandTel's sales, engineering, and customer service team understands how important speed of implementation is to the new customer. Our value proposition boasts the ability to deploy SIP trunks and reliable service faster than any other service provider.

### PSTN-QUALITY CONNECTIONS

VCO offers the ability to successfully terminate toll-quality VoIP to PSTN calls worldwide and incorporates dialing and calling plans that result in enhanced productivity and cost-savings for the end-user. It also offers affordable, feature-rich VoIP connections, which allow users to leverage the cost savings and features associated with next generation IP communications. A stand-alone feature of the VCO is Virtual In-Bound Trunking (VIT), which allows businesses to appear to be located in many local markets simultaneously, but yet have only one physical point of presence.

### GLOBAL FOOTPRINT

No matter where the customer premise, in any city around the world that has sufficient broadband, BandTel can deliver their stand-alone SIP Trunking services. Proper deployment includes bandwidth quality of service (QoS) engineered at the customer premise extension (CPE), and is achieved by a Dedicated IP Circuit, MPLS IP Circuit, or SIP-Aware Firewall. We are IP and carrier agnostic.

### INFINITE SCALABILITY

With its N-Plus™ Architecture, BandTel lifts the burden placed upon even the fastest servers by creating a clustered architecture that eliminates the need for numerous IP addresses on numerous SIP proxies. N-Plus™ also eliminates any single point of failure. White paper can be found at [www.bandtel.com](http://www.bandtel.com) under Technology.

### ENGINEERED ENDPOINTS

SIP endpoints have changed the traditional telecom model in that much of the intelligence network is now being moved to the edge (i.e., the customer location). Many avenues can be taken with these new intelligent SIP endpoints, but at a price: added complexity and responsibility. BandTel has taken all of this into

consideration and addressed the situation by creating an interoperability program that allows manufacturers of these SIP endpoint devices to run through basic testing with the BandTel network. The result is a SIP device with a configuration schema tuned for use with the BandTel VCO N-Plus™ architecture, which provides a plug-and-play solution for any customer, in almost any situation. Such attention to detail in this area is critical to offering a seamless, trouble free, and positive SIP experience for the end-user.

### PSTN PEERING ARRANGEMENTS

BandTel offers two separate and distance paths to complete any call. In most cases, there are as many as three to five routes necessary to complete any call. This allows BandTel to choose the least cost route and pick the TDM carrier that is best suited for the destination while offering the end-user a very high degree of resiliency into and out of the PSTN.

*For more information or to register for our SIP Trunking Basics Webinar contact Sales at: **949-640-9700** or [sales@bandtel.com](mailto:sales@bandtel.com)*

## ROI Case Study IP PBX – Enterprise Model

Cost per seat - \$800 x 200 users = \$160,000

Siperator - \$123.80 x 150 users = \$18,570

Total outlay for hardware/software IP PBX Solution = \$178,570

**BandTel Savings of \$14,320 x 12 Months = \$178,570 Full ROI**

*\*ROI can change based upon user requirements, equipment configurations and vendors*