

## CASE STUDY | IP Communications

### CHALLENGE:

A multi-state company with a broad customer base located throughout the United States was experiencing very high costs as a result of their need for numerous PRIs. Forced to use underutilized resources, their annual cost for data and voice connectivity was driven up. In addition, a lot of resources had to be dedicated to maintain different telecom accounts throughout their locations.

Given the current economic climate, this company was interested in IP Communications' services that provide a flexible, efficient and cost effective solution for their telephony needs to reduce expenses.

### ANALYSIS:

IP Communication's was able to improve efficiency and reduce costs by providing a single SIP Trunk to the company's main office and reach all branch offices via the customer's inter-office PBX system. In addition, since IP Communications provided a scalable channel solution the customer was no longer forced to purchase an entire PRI for minimal increase in capacity; hence they no longer underutilized any resources. They were able to use their current data connection with much available bandwidth for their voice service.

### RESULT:

By consolidating all their voice data into one SIP trunk provided by IP Communications, they were able to reduce their 20 different carriers/providers to only one – IP Communications. This resulted in eliminating the need for more than 5 PRI circuits which saved them on average \$3,000 /month.

As an added bonus they were also able to increase their national presence using IP Communications' large DID footprint. They no longer needed a physical presence in those areas nor needed to allocate additional capital for their expansion.

#### CORPORATE INFORMATION

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