BCMOne SIP Trunking

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NextGen Communications. Managed Services.

sip.us   siptrunk   nexvortex   skyswitch

BCM ONE – SIP TRUNKING

BCM One SIP Trunking

Over the Top	Managed Over the Top	Class of Service

- ✓ Interoperability
- ✓ Trunk Sharing

- ✓ Auto Detecting Disaster Recovery
- ✓ E911 Module

- ✓ Teams Ready
- ✓ Managed SBC Option

BCM ONE – SIP CUSTOMER PRE-SALES EXPERIENCE
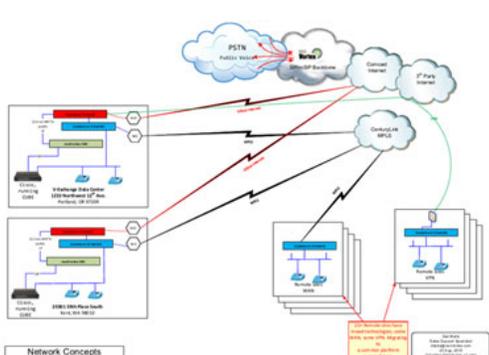
Deal Progress

	Implementation
Close with Clean Hand-Off	14
Address Challenges/Rebuttals with Legal	13
Final Proposal	12
On-Site Meeting with Decision-Making Team	11
Adjustments to Proposal/Strategy	10
Trial Proposal with Partner	9
Case Studies/Videos	8
Service(s) Demo	7
On-Site Meeting or Presentation of Findings	6
Customer Diagram	5
Verification of Strategic Fit	4
Needs Analysis	3
Opportunity Introduction	2
End User Lead from Sales Partner	1

Close

Network Concepts

PBX & PLATFORM INTEROPERABILITY

ADTRAN 908E with PRI handoff

ADTRAN 3140 SBC

MULTISITE ENVIRONMENTS

What about sharing resources and reducing trunk spend?

What about remote phone E911?

92 DESIGNATED CALL PATHS

What about disaster recovery for a down site?

Remote Worker

PRI - 46 CHANNELS

PRI - 23 CHANNELS

PRI- 23 CHANNELS

Site #1
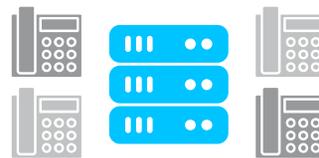
Site #2
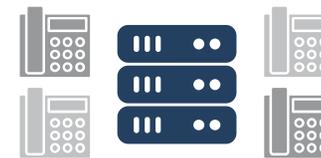
Site #3

USE CASE: SHARED TRUNK RESOURCES

REDUCE TRUNK SUBSCRIPTIONS BY 33% (AVG) or MORE!

Sharable Call
Paths/Channels

Trunk Resources Shared

- Avoid Under-Utilization Waste
- Share Resources on Demand
- Autodetecting Failover

Remote
Worker

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SIP or PRI handoff

SIP or PRI handoff

SIP or PRI handoff
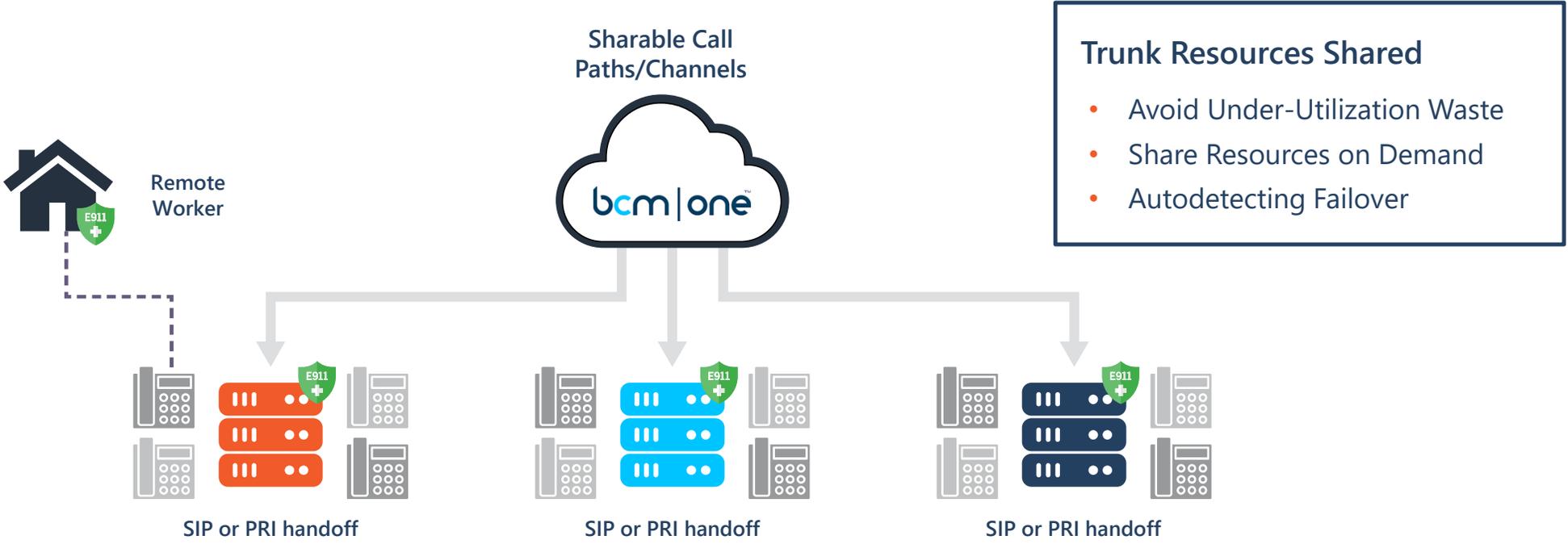
BCM ONE SIP: SHARED TRUNK RESOURCES

REDUCE TRUNK SUBSCRIPTIONS BY 33% (AVG)

Shared Trunk Resources

Trunk Resources Shared

- Avoid Under-Utilization Waste
- Share Resources on Demand
- Autodetecting Failover

AUTODETECTING DISASTER RECOVERY

AUTODETECTING   PRESET FAILOVER   WEB PORTAL CONTROL   FAILOVER TO PHONE #'S OR IP ADDRESSES

MULTISITE, MULTIPLE PBX FAILOVER

AUTODETECTING DISASTER RECOVERY:
Included Free with Every SIP Account

Value Points

- Disaster recovery rules can be preset by *individual* DN or toll-free number

- IP address or phone number and managed through our easy-to-use-portal

Fail to Cell Phone

Site #1   Site #2   Site #3
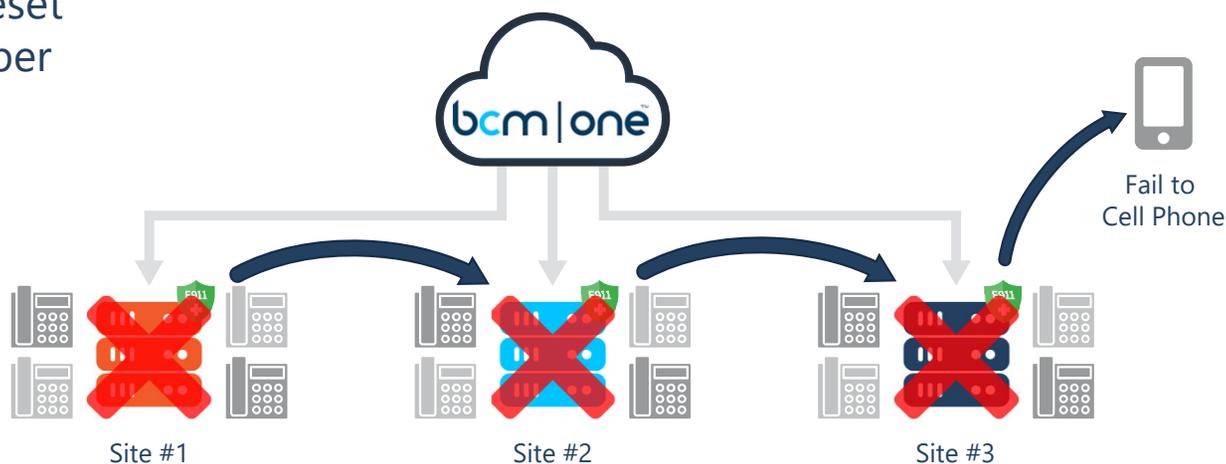
E911 PORTAL MANAGEMENT

- Manage E911 addresses through nexVortex online portals

- E911 visualized for easy provisioning and updating

- Address line 2 is available for:
  – Room numbers
  – Floor Info
  – Suite Number

- Test E911: Dial 311 or 933

OVER THE TOP ROUTING CAN BE UNPREDICTABLE

Direct Routes Provide
Low Latency, Low Jitter
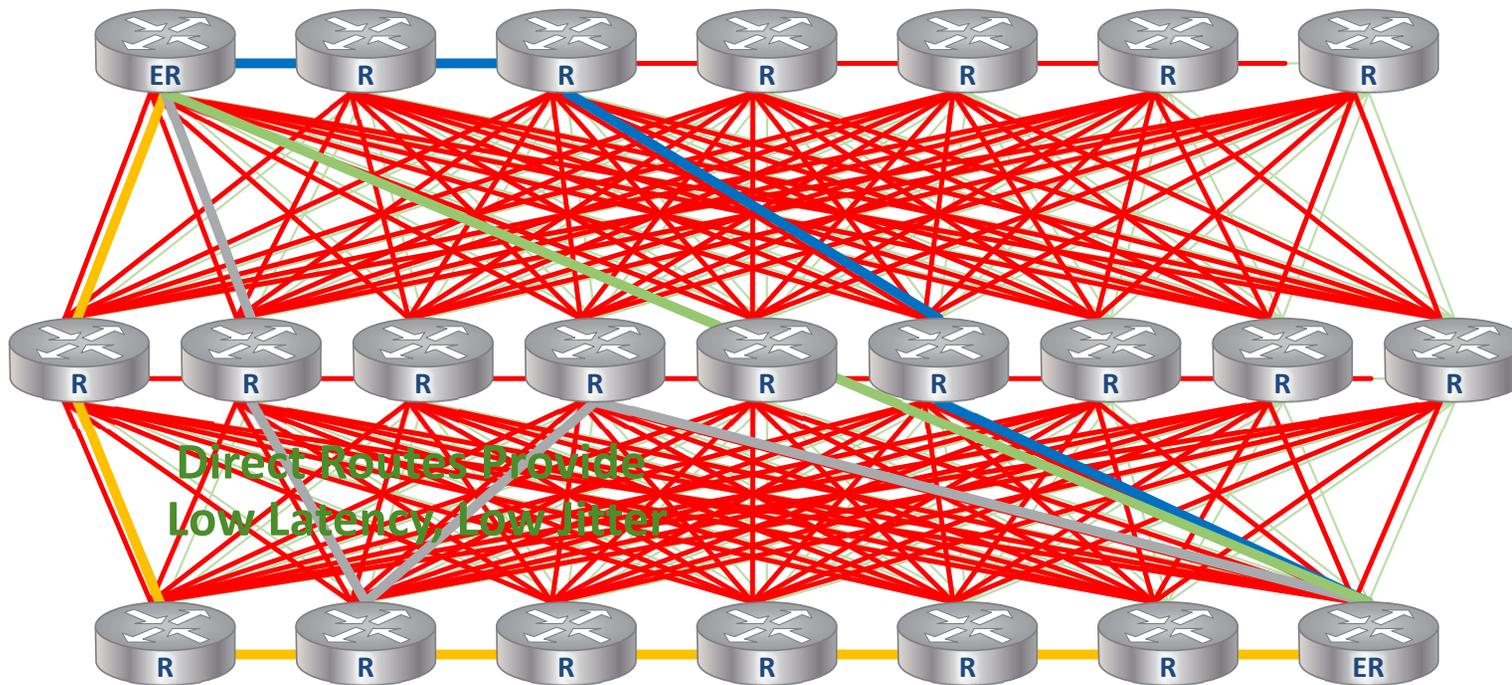
MSIP ARCHITECTURE WITH PEERING

- • ISP Peering Relationships
- • MPLS Network Connecting Nodes

Level (3) IS NOW
CenturyLink

Comcast

verizon✓

at&t

Spectrum▶

US SIGNAL

gtt

cogent

Seattle

Chicago

Washington, DC

Denver

nexVortex
MPLS CORE

Los Angeles
(planned)

Atlanta

Dallas

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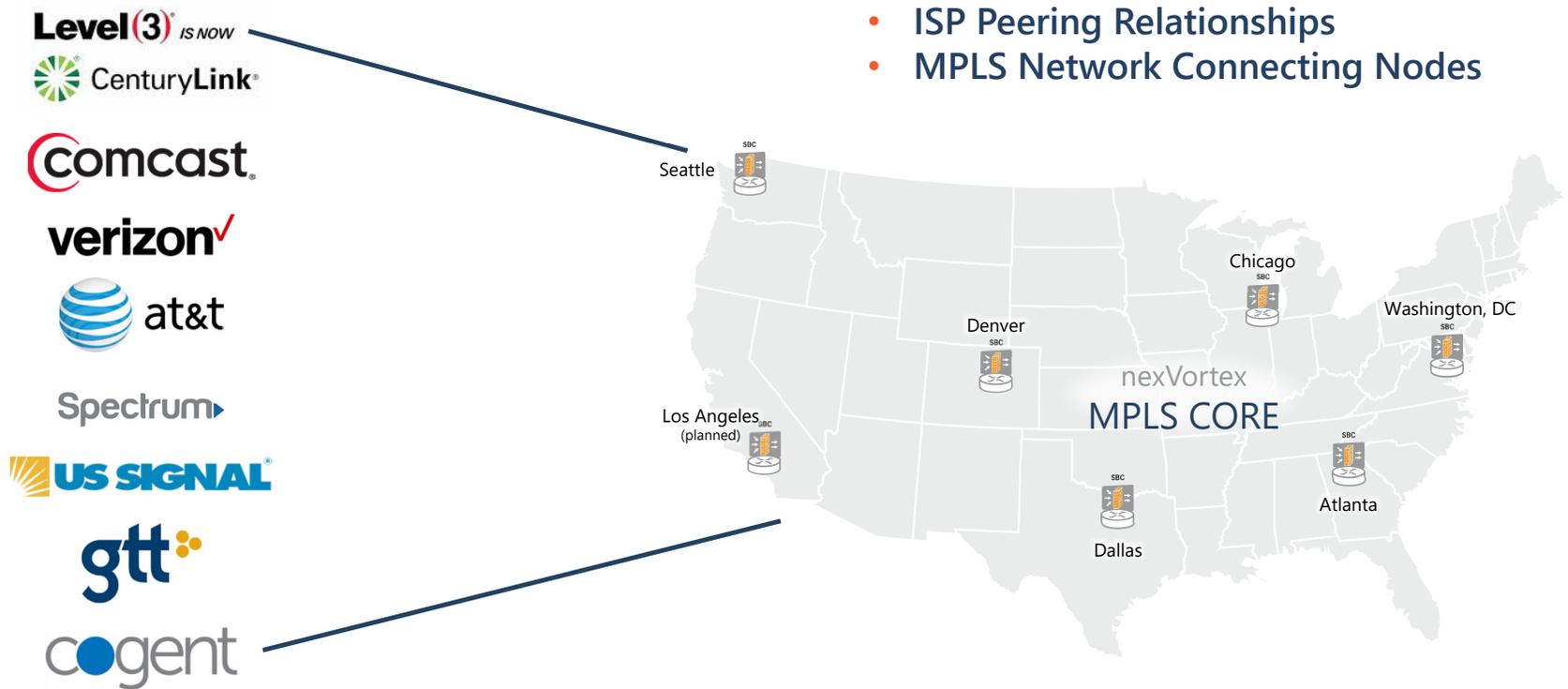
MSIP IMPLEMENTATION – PROVIDED SBC

- Pre-Configured SBC for native Interoperability
- Optional PRI Handoff(s)
- Option to mix and Match SIP with PRI Handoff
- Monitoring & Proactive Ticket Notification
- Reporting
- Vantage Point

Adtran SBC

MSIP SBC WITH DUAL WAN
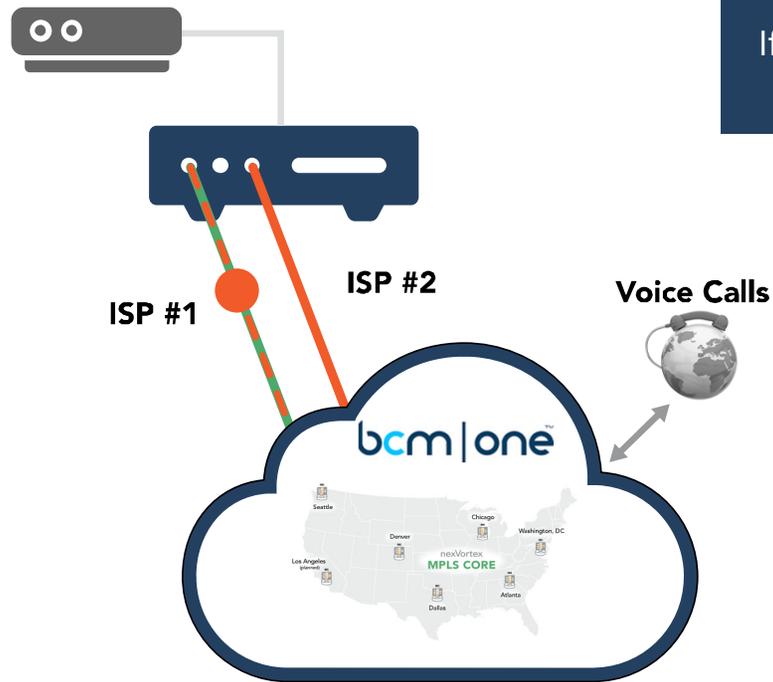
If the primary ISP circuit goes down, voice & network traffic will be sent and received over an alternative connection.

ISP #1

ISP #2

Voice Calls

nexVortex provided ADTRAN 3140 can be configured for Dual WAN

(SIP delivery - PRI delivery is optional)

Load balancing and prioritization can be set according to customer's preferences at installation time

DEFINITIVE TROUBLESHOOTING

mSIP Delivers Voice Quality with Definitive Troubleshooting

nexVortex
Service Monitor (nVSM)

Monitor, Quality Reporting,
Automatic Notifications

*Voice Quality Measured
Along Call Path*

Voice Calls

PBX

Voice Calls

Marked for QoS

ADTRAN

AT&T
verizon
CenturyLink
Comcast
US SIGNAL
Spectrum
gtt cogent

Direct Peering

nexVortex
MPLS CORE

Seattle
Chicago
Denver
Washington, DC
Los Angeles (planned)
Dallas
Atlanta

Voice Calls

Voice Calls

| Customer Premise | Access | nexVortex Private Network with Nationwide Reach |

NVSM SERVICE MONITOR

Individual call quality reporting

How did calls score?
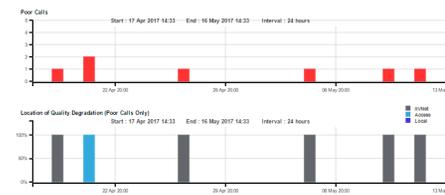
Where did issues occur?

MSIP OVER THE TOP PRICING

mSIP Base Package

Channels	23	$14.99 per Additional Channel
SBC	Adtran Rental Included	PRI Delivery Option Available
Inbound DID Calling	Unlimited Calling	
Outbound Calling	3,000 Minutes Included, 1.8 Overage	Unlimited Minute Option Available
Autodetecting DR	Included	
Monitoring and Alerts	Included	

✔ 23 DIDs & 1 Toll Free Number are Included

✔ Internet Access is Customer Provided or can be ordered from nexVortex

3 Years	2 Years	1 Year
$329.99	$359.99	$399.99

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VOICE ENABLED TEAMS SOLUTION OPTIONS

1 **Voice Enabled Teams Calling Plans**

Service Profile:

- Hosted Teams SBCs
- Easy to Use Set Up Portal
  - No PowerShell Required
- Provided Calling Minutes for each user
- New or Ported DID for each user
- Teams Call Masking

2 **Voice Enabled Teams with UCaaS Integration**

Service Profile:

- Ability to incorporate Call Center Seats, Hunt Groups, Paging, & existing Phones into Teams
  - Hosted Teams SBCs
  - Easy to Use Set Up Portal
    - No PowerShell Required
  - Provided Calling Minutes for each user
  - New or Ported DID for each user
  - Teams Call Masking

3 **Voice Enabled Teams with Shared SIP Trunking Resources**

Service Profile:

- Sharable SIP Trunks which can be shared with Teams Phone System and 3rd Party Phone System
- Perfect with Phased Migrations with existing PBX
- Disaster Recovery Failover between systems
- Hosted Teams SBCs
- Teams Call Masking

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VOICE ENABLED TEAMS – HOSTED SBCS

BCM One's Voice Enabled Teams

BCM One
+ PSTN

BCM One's Voice
Enabled Teams

Teams
Infrastructure

USER
+

Desktop, Web
& Mobile

—— Inbound Calls   —— Outbound Calls

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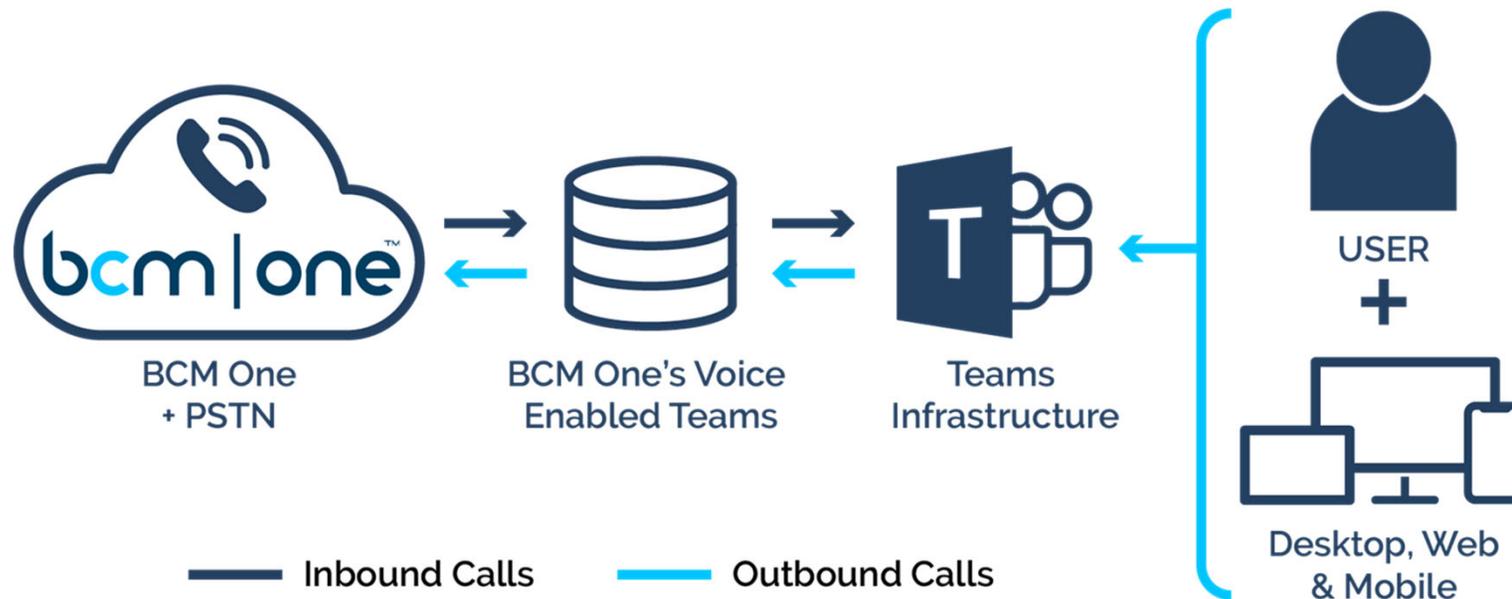
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