



Netswitch™ Technology Management

Netswitch Internet Telephony Solutions

The VoIP Revolution

The cost savings of internet telephony (VoIP) have been highly touted, but the true power of VoIP is how it will change the way we work. Still in its infancy, the convergence of voice and data networks has already create many productivity enhancements. 'Point-and-click' dialing, unified messaging and presence are features that shave down work cycles and allow users to work smarter. The market place for VoIP is increasingly crowded as traditional market leaders Avaya and Nortel are being challenged by Cisco and Microsoft. With the increase in choices comes confusion. Netswitch can help you navigate that path with Asterisk, a little known player that fits the needs of many SMBs.

Asterisk: The Leading Edge without the Bleeding Edge

Asterisk is a powerful open source IP PBX that is well suited for the needs of SMBs. Packed with many of the same features as proprietary PBXs, Asterisk can be deployed at as much as 50% of the cost because it is open source. With it open standards, Asterisk allows you to avoid vendor lock-in, customize the software, integrate it with your current applications and retain flexibility as technology and your business changes. Asterisk was specifically designed to run on normal hardware, making it highly scalable and lowering hardware costs. But Asterisk is not for everyone.

Asterisk PBX
<p>Strengths</p> <ul style="list-style-type: none"> - Cost - Flexibility / Scalability - Customization - No Vendor Lock In <p>Weakness</p> <ul style="list-style-type: none"> - Advanced Features and Functions - Custom Programming, Highly Complex Systems Require Debugging After Install

Proprietary PBX
<p>Strengths</p> <ul style="list-style-type: none"> - Advanced Features and Functions - Minimal Programming - Plug and Play <p>Weakness</p> <ul style="list-style-type: none"> - Relative Cost - Vendor Lock In - Relative Scalability

The Netswitch Way

The Netswitch Way is to remain vendor neutral. If Asterisk cannot fulfill your needs, we guarantee that we will have no financial relationship with any 3rd party referral. With each project, we begin by identifying your business objectives and consulting you on how it will be affected by current IT trends. Our team of IT consultants will perform a need analysis to find the appropriate options for you and present you with a proposal detailing the pros and cons of each option as well as the estimated total cost of ownership (TCO). With Netswitch, we want you to know where your investment dollars are going so that you have full confidence in your decisions.



8 Areas to Consider When Selecting an IP PBX:

1. Are you looking to migrate completely to IP PBX or do you need a system that will integrate with your tradition PBX?
2. Is there top notch support available for when you run into issues?
3. Does the IP PBX have the features you need?
4. Will you need specific customizations? If you do, then you will probably want to look at a Linux-based PBX.
5. If you are looking at a Linux-based PBX and run all Windows software, check with the vendor to see if they will be able to integrate their Linux-based PBX with Windows.
6. How will the vendor handle the transition from your traditional PBX to IP PBX?
7. How will the vendor handle training for your staff and how they will handle additional questions after that training?
8. Factor in the costs for any network upgrades needed. You may need to add more bandwidth to ensure the quality and stability of your calls.

Why Work with Netswitch?

- Reduce your investment risk.

Avoid hamstringing your company with bad investments that tie up valuable resources without fulfilling promised returns. Netswitch lowers risk by providing you with the experience and knowledge to increase the success rate of your decisions.

- Gain time to focus on business objectives.

The great equalizer of companies big and small is time. Focus your time on functions that create the most value for your company. Leverage our time to cut down the amount of research needed.

- Leverage our knowledge and experience.

While choosing an IP telephony solution may be a decision you make once every 5 years, it's an area we deal with everyday. Our knowledge and experience will give you greater confidence in your decision as well as assist you in any transition you need to make.

The Netswitch Differentiator

The primary differentiator of Netswitch is that we are vendor neutral. We search for the solution that is best for you, not easiest for us to install and maintain. We are one of few management companies that carry an in-house team of consultants specializing in Security, Regulations, Disaster Recovery and Voice/Data Networks. When you have a question about an IT solution, our consultants answer you, not a partner vendor.

Additionally, our presence in Asian and the US gives us inside industry information on the current trends in IT. We pass this information down to you so that you can bypass the industry hype and make the best decision for your company.

Call Netswitch Today and Experience the Difference.

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"Asterisk has just announced its one millionth download for 2007."
- ZD Net 2007

"California city rebuilds network using open-source apps. All the renovations cost less than half the estimated price of deploying a commercial VoIP system alone."
- Computerworld 2007

About Netswitch

"Netswitch has added tremendous value to our IT/Telecom support with the array of services they provide. Their knowledge and experience was the catalyst in my decision making to entrust them with our past and future projects. In addition, their expertise and presences in Asia Countries is beneficial to my supporting region. I look forward to a strong and successful partnership."
-Robert Chu
Director, Support Services
Vodafone Americas, Inc.



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