

OFFICE TO OFFICE COMMUNICATIONS: One in a series of Focused Vertical Applications

The Situation

In today's global environment, there are few organizations that don't need to make calls outside their local toll area. At a minimum, calls are required between two or more offices of one company, and it is equally as likely that calls are going between international offices. Only the largest entities have the significant bargaining power to get the most attractive telephony rates and they may still pay high charges to many international destinations. Small to medium sized enterprises are paying premium prices for their calls and therefore, should look to leverage their existing network to gain a competitive advantage on their phone call expenses.

Addressing The Situation

Long Distance (LD) trunking enables communications between two or more voice switching systems. Very often, the communications are between the PBX at the headquarter location and a PBX or key system at the branch office(s).

Separate from, yet parallel to the voice network, is the IP infrastructure that is in place for data communications. Organizations are coming to realize that voice (VoIP), data and fax traffic can co-exist on one network, to further leverage the IP network. This will reduce phone and fax costs and increase overall bandwidth efficiency.

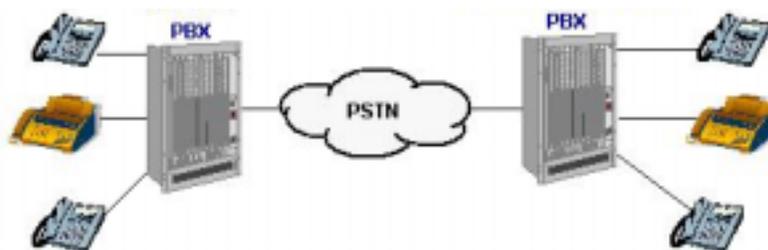
The stumbling block to convergence is twofold: not wanting to change the existing systems or how they are used; and the additional costs involved to make the changes, such as reconfiguring the PBX, adding trunk cards, retraining, etc.

A solution is needed that will eliminate the barriers to implementing VoIP.

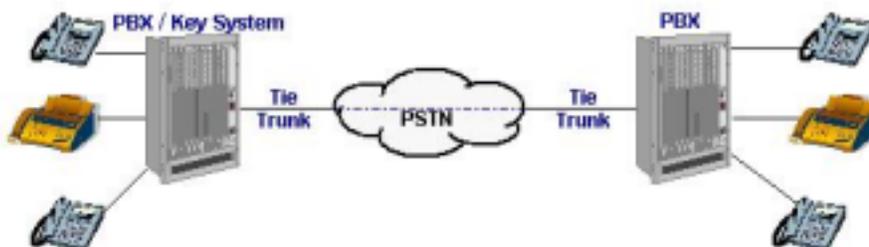
Simple Scenarios

Office to Office

Office to office communications offer the simplest view of long distance trunking. It is comprised of one PBX or key system linked to another, providing voice through the PSTN.

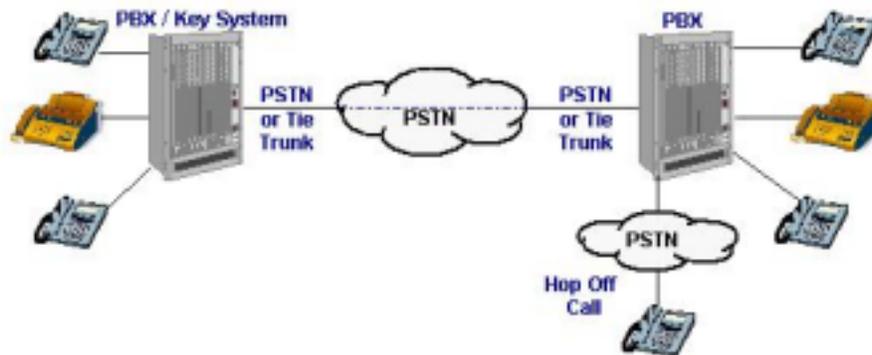


Another office to office scenario consists of a connection between two PBXs and/or key systems via a dedicated tie trunk which utilizes the PSTN.



Hop Off Calling

Hop-off calling leverages long distance trunking a step further. This capability allows callers to make long distance calls off their network by calling across the PSTN or the tie trunk to a PBX at another destination to get a second dial tone to extend the call off the network as a local or regional call at a much lower rate.



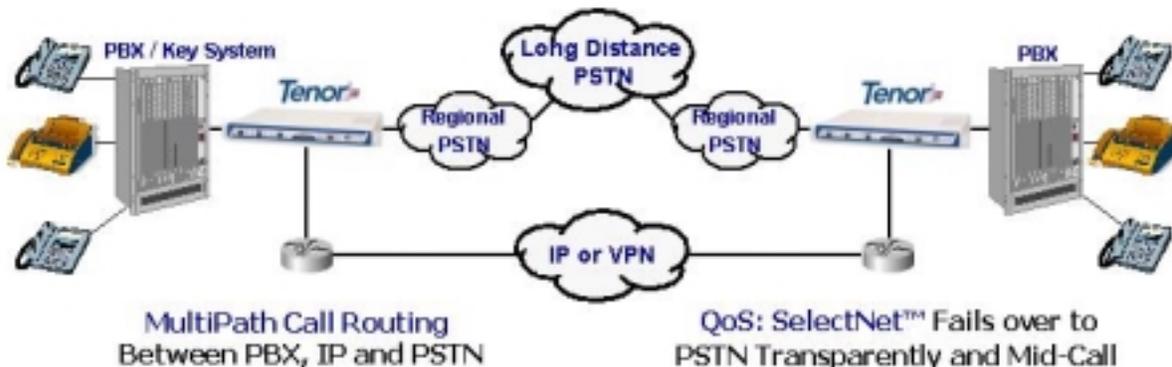
Risk Free VoIP – No Compromises Needed with Tenor® VoIP MultiPath Switch

Office to Office

The Tenor VoIP MultiPath Switch is conveniently connected between any PBX and the PSTN, and any IP router. The Tenor utilizes a unique MultiPath Architecture that allows it to be installed in line with the existing PBX trunks to the PSTN. This requires little or no reconfiguration of the PBX or the addition of costly PBX tie trunks. In fact, it may result in being able to *eliminate* the tie trunks. The Tenor's integrated call routing capability identifies if a call can be terminated over VoIP and will route those calls over the IP network, otherwise the calls are routed to the PSTN. The Tenor is transparent to the PBX and thus appears to be the PSTN.

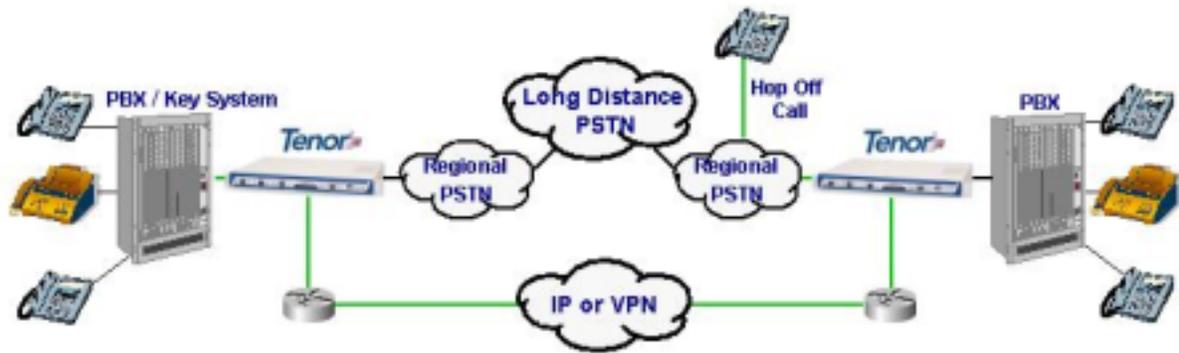
The Tenor also utilizes its Patented SelectNet™ Technology to support QoS independent of the IP network. All calls can be continually monitored over the IP network being used for voice calls (even the Internet) for potential voice quality degradation. SelectNet™ Technology transparently switches calls that are connected on the IP over to the PSTN mid-call while never interrupting the call.

Tenor® in Action: A Complete VoIP Solution in a Single Device



Hop Off Calling

As seen in the earlier diagram, traditional PBX hop off calls require two channels on the trunk as calls are sent to the destination PBX and then dialed back out to the PBX. With the Tenor solution, the hop off calls are intelligently routed directly from PBX, through the IP, to the other Tenor, and out to the regional PSTN. This eliminates the inconvenience of two-stage dialing, and reduces the number of channels required on the PBX. The users will not even know their calls have been sent over the IP network and hopped off at another location – it is completely transparent.



VoIP Conclusion

The Tenor VoIP MultiPath Switch provides small to medium sized offices a risk-free, cost effective and highly adaptable solution to implementing VoIP on their existing IP infrastructure. With assured QoS and extraordinary flexibility, the Tenor is clearly the best alternative for enterprises evaluating VoIP.

About Quintum Technologies

Eatontown N.J.-based Quintum Technologies specializes in voice-over-IP technologies that bring the reliability and voice clarity of public telephone networks to Internet telephony. Its Tenor VoIP MultiPath Switches help businesses of all sizes migrate to converged networking without risk. Quintum sells its MultiPath switches worldwide through a network of resellers and distributors. For more information call 877-SPEAK IP (1-877-773-2547), 732-460-9000 outside the U.S., or visit www.quintum.com.

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