



Small Business Solutions

...finding what is right for you.



Milestones:

- Reduce cost of business operation
- Receive immediate ROI
- Promote increase in revenue and/or productivity



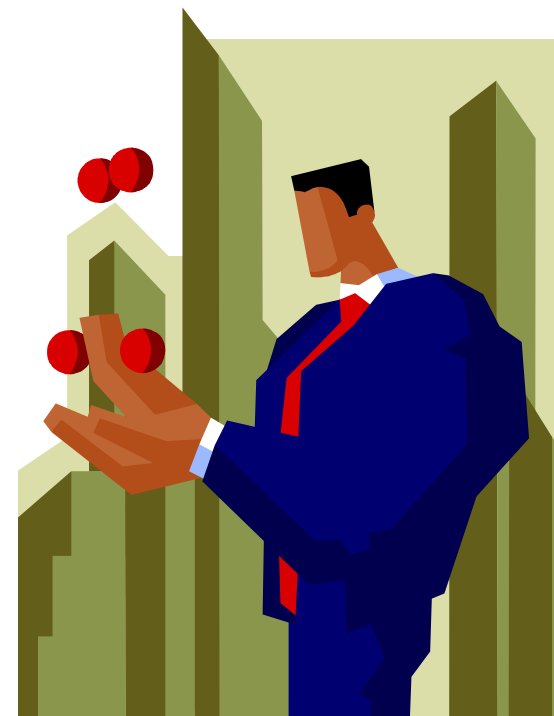
Typical Small Business Environment:

- Less than 100 users
- Less than 10 offices
- Utilizes IT systems to generate sales, to manage day-to-day operations, and to monitor day-to-day business applications including cashflow



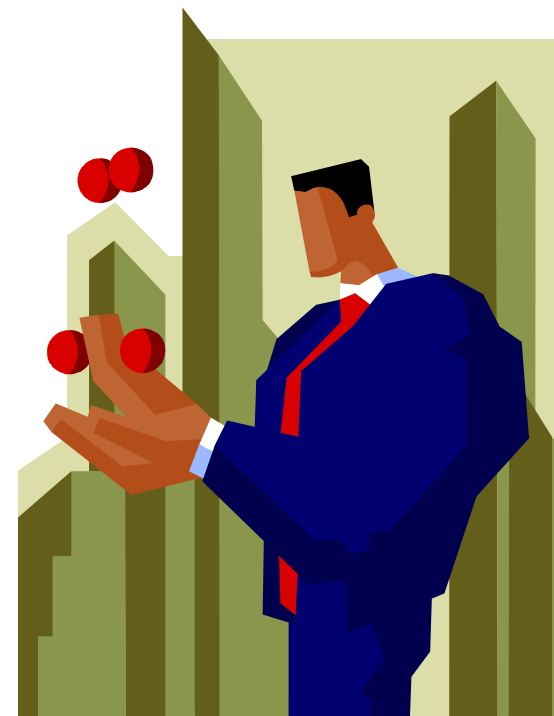
Typical Pain Points:

- Operating costs
 - Telco circuits for internet, phones, etc
- Maintenance costs
 - Software and hardware maintenance costs to keep systems in working condition



Typical Pain Points (cont'd):

- Security
 - Data protection from hackers, leakage, etc
- Stability
 - Keep business uptime and availability uninterrupted
- Productivity
 - Prevent system or infrastructure abuse from users



Typical Infrastructure:

- Network systems
 - Firewalls
 - Routers
 - Switches
- Telco systems
 - PBX
 - Phones
 - Faxes
- Communication systems
 - Email
 - Internet services (web, IM, ftp, etc.)





Different ways we can help...

- By combining both data and voice infrastructure, businesses are expected to save at least 30%.
- By using our unified threat management solutions, businesses are expected to directly and indirectly save thousands of dollars, without compromising security.



Different ways we can help...

- With our IP telephony systems, businesses are expected to save at least 40% in both capital and operational expenditures, while promoting user productivity.
- By leveraging our Linux-based office communications systems, businesses are expected to save maintenance costs from providers like Microsoft.





Case Study I – IP Telephony Savings

- Small business with only one office and less than 10 users.
- Utilize both phones and emails to generate sales.
- Sales and operations team are out of office doing field inspections mostly 60% of the day.
- Migrated to VOIP bundles to minimize telecom costs.



Case Study I – Challenges of VOIP

- 2-Year term costs:
 - \$50 USD per line for phone services. A total of \$6K USD per year for 10 users.
 - \$720 USD per year for Internet services
- Productivity issues
 - users are only reachable via phone or email when they are in office.
- Virus and security attacks
 - abuse of internet service by visiting non-work related url sites, including public chat rooms.



Case Study I – Recommended Solution

- Implement IP telephony solution with LAN and WAN security (2-year term):
 - \$720 for phone service per year for unlimited number of user extensions
 - \$720 USD per year for internet services.
 - \$1950 USD per year for router, firewall, PBX and phone rentals.
 - Enable call features like, follow me , voicemail, home office connectivity, etc.
- Total direct savings \$3k/year (51% approx.)
- Can you imagine how much more you will save by migrating from legacy PBX to IP telephony?



Case Study II – Distributed networks

- Small business operating with more than one office.
- Each office has less than 10 users.
- Remote offices are either connected using fractional T1s or broadband Internets.
- Office communication servers, such as portals, file, mail, etc. are located in headquarters.



Case Study II – Distributed Network Challenges

- Resource availability
- Class of service if using real-time applications, such as voice.
- Internet security and data leakage
- File transfer performance and web browsing
- Remote file backup
- Separate voice and data network
- Voice and data circuits combined cost is about \$1K USD per month.



Case Study II – Recommended Solution

- Build a managed redundant WAN services (2-year term):
 - \$560 per month per site for managed WAN and including primary high-speed broadband internet and backup 3G internet service. 3G answers last-mile issues.
 - Enable WAN optimization (http/https, ftp, cifs, tcp),
 - Enable user-based identity protection.
 - Restrict network use for valid applications.
 - Enable IPT between offices. Free calls even from home office.
- Projected savings of about \$7k/year per site.

