

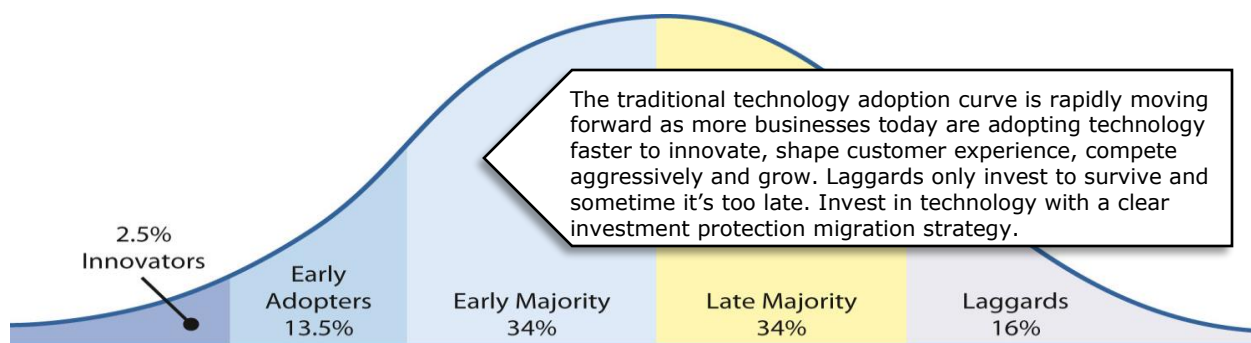
Telephone System Obsolescence Guide

As rapid technology evolution drives costs down and speed, power and functionality up, return on investment from legacy (older) telephone systems may be appealing but can erode rapidly and even begin to require substantial end of valuable life reinvestment. Return on Investment Erosion (ROIE) can happen quickly and quietly without a lot of notice resulting in a non-responsive system and network.

First Generation (Legacy) Telephone Systems – A Costly Business Challenge

Traditional stand-alone, state-of-the art telephone systems were in fact a reliable "utility" designed to work "in" the business reacting to yesterday's "task-driven" workplace functions, "office-centric" workforce needs and "brand-loyal" caller (customer) expectations.

- Not paying attention to unresponsive business voice and data technology can cost the business customers, time, productivity and money.
- Obsolete technology can quickly and quietly become a business deterrent with a costly top and bottom-line "negative" financial impact at all levels of the business.
- Not replacing unresponsive technology and network connections because they are "reliable" can result in rising maintenance costs, diminishing supply of components and certified technical support.
- With an average Mean Time Between Failure (MTBF) of 10 years, the risk of a catastrophic failure in first generation technology could have a major impact on the business – not if it will fail – when it will fail.



Next Generation Information and Communications Technology (ICT) – A Mission Critical Strategy

Today's VOIP telecommunication systems are "business tools" that integrate with data networks to create powerful business voice and data (ICT) infrastructures and networks designed to work "for" the business throughout today's "results-driven" workplace, for the emerging "mobile-centric" workforce and for today's "experience-loyal" business buyer and consumer.

- Rapid system and network technology evolution driving costs down and speed, power and functionality up mandates frequent ICT evaluation and modification.
- Today's leading edge technology is designed as a valuable business tool driving top and bottom-line "positive" financial impact at all levels of the business.
- Replacing your system because it is "unresponsive" with a more cost-effective solutions is a mission critical strategy that can help drive business performance and results.
- Today's server based software telephone systems eliminate large bulky equipment regaining valuable office space and can often reduce the number of required phones.
- With an average MTBF of over 15-20 years, current system upgrade or replacement can prevent current system catastrophic failures and provide years of trouble free operation.

Bottom-line – Give our Team an Opportunity

If your ICT infrastructure and network it is over five to seven years old, you probably cannot afford not to evaluate its upgrade or replacement at this time.

- In many cases, today's pricing model, measurable hard and soft dollar impact, increased productivity and network savings can off-set any investment that may be required.
- The **ComNet Solutions** team has a proven, no-cost or obligation process to help you determine if your current business voice and data technology and network should be replaced with more cost-effective solutions.
- With over 125 years of combined employee industry experience and customer commitment, we have also developed valuable decision support materials to help you come to a timely and informed decision to align your ICT infrastructure and network with your business and drive performance through upgrade or replacement and the selection of **ComNet** as your Strategic ICT Solutions Partner.