

# The Best Value in UC. Period.

*POWERFUL. ECONOMICAL. EASY TO USE.*

*Digium's phone system is the preferred choice.*

## Who is Digium?

Digium is the developer and maintainer of Asterisk, the world's most widely adopted open source communications solution. Under development since 1999, Asterisk is open source software that turns an ordinary computer into a feature-rich voice communications server. Asterisk makes it simple to create and deploy a wide range of telephony applications and services. Considered to be disruptive technology because it introduced a more powerful, affordable phone system, Asterisk is a solution ideal for technically savvy developers and integrators.

## Digium's Powerful UC Solution

In an effort to provide a similar solution accessible to everyone, Digium offers Switchvox — a full Unified Communications (UC) solution, built on the power of Asterisk. Switchvox is a business phone system specifically developed for small and mid-sized businesses and organizations that want the power of the open source Asterisk solution, but without the need for custom development skills for installation. The advanced features, ease-of-use, and simple out-of-the-box setup make Switchvox an ideal solution for organizations with limited technical staff.



**A full-featured UC solution, fueled by the innovation of open source technology** and open standards, Switchvox allows users to integrate their phone system with their existing networks and get all of the advanced features they need at a price they can afford. Most importantly, by using Asterisk open source software as the foundation for Switchvox, Digium is able to provide a communications system with superior capabilities for a fraction of the cost of proprietary systems.



## What the Experts are Saying

*"Digium designs its solutions for sophisticated functionality without complex ownership responsibilities. Switchvox is designed to be cost-effective over the lifecycle of the system, including ongoing support and maintenance costs as well as upgrades."*

Frost & Sullivan, Industry Analysts



## Switchvox UC Solution

### THE SWITCHBOARD + DIGIUM PHONES: Real-time Call Control and More

All Switchvox SMB systems include a Switchboard. The Switchboard is an intuitive dashboard, consisting of moveable, modular panels that put you in control of your communications. The Switchboard is completely customizable for each extension, which allows each user to do their job better and faster. Users can easily drag-n-drop calls, update CRM records, view presence and caller profile information, and chat, all in one place with just a few clicks. It also seamlessly integrates with third-party web applications such as Salesforce, SugarCRM, Microsoft and Google Maps. When used in combination with Digium phones, customers will discover that Digium has moved the power of the Switchboard to the phone, putting advanced features like presence indication, searchable contact directory access, monitoring, recording and voicemail at a persons fingertips.

### SWITCHVOX MOBILE: Communicate Where and How you Want

When you aren't communicating on your desktop phone, you can easily take your office on the road with Switchvox. With complete mobile integration, every user can take full advantage of Fixed Mobile Convergence (FMC). FMC is supported from any traditional or VoIP phone and each user can integrate up to five additional phones with their Switchvox extension, with no extra charge or license required. With the free iPhone, Blackberry, and Android applications for phones and tablets, you can truly take your office on the road. And, the Switchvox Mobile application allows for outbound calling from any user's extension and management of extension settings—all configured right in the smart phone.

### EXTEND API: Customize your Switchvox

Many of the features in Switchvox can be accessed via the Switchvox Extend API. With Extend API, you can weave your phone system into your other business applications to create powerful customer service and productivity tools. The Extend API lets you build integrations and even enable business processes with Switchvox using common programming languages such as PERL and PHP. Now, you can trigger events and automatically change workflow by integrating other business applications with your UC phone system.

## Why Choose Switchvox?

IT'S MORE THAN A PHONE SYSTEM.

Digium offers you a better way to communicate.

Digium's Switchvox UC solution offers everything businesses need to be more successful.

- Based on 100 users, Switchvox has helped customers:
  - Save more than 60% on initial investment
  - Lower TCO by \$80,000
  - Decrease monthly phone bills by 50%
  - Increase employee productivity, saving 40,000 hrs/yr
- Eliminate charges for moves, adds and changes
- Choose the Switchvox SMB system that fits your network (from under 30 users, and up to 400 users)
- Access Digium products worldwide via trusted network of authorized distributors and resellers
- Minimize maintenance costs
- Decrease IT network costs
- No extra charge or licensing is required! Easily connect tablets, mobile phones and home phones, so you can implement your Bring Your Own Device (BYOD) strategy.

Switchvox allows your users to work how they want to work.

**Calculate your savings now.**



## Global Industry Recognition



Recognized globally, Digium's Switchvox UC is continually ranked as a winning SMB solution within the telecommunications industry — often beating competitors when it comes to innovation, features and value.

# The Smarter Choice

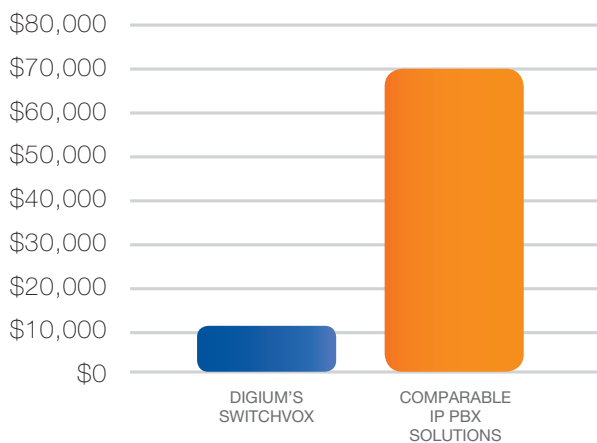
SWITCHVOX: BUILT TO WORK WITH YOUR NETWORK.  
Designed to deliver the best value.

With all features included, you can save more than 60% on your initial investment and 80% on your total costs with Digium's Switchvox Unified Communications Solutions. See how comparable IP PBX platforms stack up against Digium's cost-effective, feature-rich solution.



## COST OF CAPITAL

Save \$50,000 on Your Initial Investment\*



\* Digium pricing assumes 100 users. "Comparable IP-PBX Solutions" costs assumes 25 users, except for user licenses and voicemail.

*"One of the great things about the Switchvox solution is that it's an all-in-one business phone system, so we didn't need to pay for expensive add-ons or additional configuration fees."*

John Janetzki – IT Manager, Pioneer Electronics

*"We reviewed our existing phone system and decided there had to be a more cost-effective and contemporary system on the market, which is why we researched the market and chose Digium's Switchvox."*

Robert Ruigrok – CFO, CompNow

## What is Unified Communications?

Unified Communications (UC) is a direct result of the convergence of communications and applications. Differing forms of communication have been developed, marketed and sold as separate individual applications. In some cases, they even had separate networks and devices. The convergence of all communications on IP networks and open-software platforms is enabling a new paradigm for UC, and is changing how individuals, groups and organizations communicate. Gartner defines UC products (equipment, software and services) as those that facilitate the use of multiple enterprise communication methods. This can include the control, management and integration of these methods. UC products integrate communication channels (media), networks and systems, as well as IT business applications and, in some cases, consumer applications and devices.

SMB buyers require simplicity and intuitive use in their UC solutions. Simplicity requirements extend through multiple stages (or touchpoints) of the UC acquisition — from initial consideration through ongoing maintenance and management of the UC environment. SMBs will favor working with providers (typically via their channel partners) that can demonstrate the solutions' ease of use early on in the sales cycle. Full-featured UC functionality can be positioned, but solutions that require complex integrations will be less favored than solutions that can easily be deployed with a minimal cutover time.

Gartner, Marketscope Report  
Magic Quadrant for Corporate Telephony, 9/15/11

Written by: Jay Lassman, Steve Blood, Geoff Johnson

Digium, ShoreTel and Microsoft are positioned in the Visionaries Quadrant of Gartner, Inc.'s 2011 Magic Quadrant for Corporate Telephony report.

# Choose the Switchvox System that's Right for You



**Switchvox 65**



**Switchvox 305**



**Switchvox 355**

Ideal For	Offices that don't have a computer rack and need the space-savings of a small platform	Medium-sized businesses with a computer rack or shelf space that want the power of a server-class UC system	Medium to large businesses that want a high-performance, highly redundant, full-featured rackmount UC system
Users & Calls	Supports 1 to 30 users Up to 12 concurrent calls	Supports 1 to 150 users Up to 45 concurrent calls	Supports 1 to 400 users Up to 75 concurrent calls
Expansion Slots	Two	Three	Three
Recording and Conferencing	Up to 5 concurrent recorded calls Up to 5 simultaneous conference users	Up to 10 concurrent recorded calls Up to 15 simultaneous conference users	Up to 20 concurrent recorded calls Up to 30 simultaneous conference users
Redundancy and Failover	Cold Spare Available	Cold Spare Available	RAID Controller with mirrored drives Redundant Power Supplies Cold Spare Available
Warranty	A One Year Warranty is standard for each system. Optional Three and Five Year Warranties are also available.		
Subscriptions	10 Silver Subscriptions are included with each system. Subscriptions are required for each user.		



**D40 / Entry-level**



**D50 / Mid-level**



**D70 / Executive-level**

	Digium's entry-level phone designed for any employee at your company	Digium's mid-level phone that allows for Busy Lamp Indicators and Rapid Dial Keys for your most important contacts.	Digium's most feature-rich phone, the D70, is the executive-level phone designed for administrators and executives who want to manage up to 100 contacts.
HDVoice	●	●	●
Line Keys	2	4	6
Feature Keys	4	6	10
Rapid Dial/ Busy Lamp Field Keys	0	10 keys	10 keys - 100 contacts
LAN connection	100 Mbps with switch	100 Mbps with switch	1000 Mbps with switch
Main Display	3.5 inch	3.5 inch	4.5 inch
Rapid Dial Panel		Paper	LCD
Power over Ethernet (PoE)	●	●	●
Full Duplex Speaker Phone	●	●	●
Advanced Phone Applications	●	●	●

## What The Experts are Saying

*SMBs are expected to continue to retain a cautious approach to spending, and their UC decisions will be shaped not only by business process and communications improvements, but also by hard cost factors (like cost savings). This means some SMBs will take a more evolutionary approach to UC as they leverage existing investments in phones or communications infrastructure instead of migrating to UC suites in a single leap.*

*Gartner, Marketscope Report, Magic Quadrant for Corporate Telephony, 9/15/11*

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## What Digium Customers are Saying

*"Digium's Switchvox met all our requirements and more."*

Sheri Cheng  
Technical Director  
Roxbury Preparatory  
Charter School

*"The decision came down to the feature set, cost, manageability, and ease of use. Switchvox won across the board."*

Vince Preece  
NP Information Systems

*"Digium's Switchvox provided the most enterprise-class options at the best price."*

Joel Mallory,  
Director of IT  
Pcubed

*"We were wowed with Switchvox's price points... When we looked at the unified messaging, costs, and flexibility, Switchvox stood apart from the others."*

Mark Fowler  
IT Manager  
Forward Management

*"Not only is Switchvox flexible and expandable, leaving us plenty of room to grow, but it has cut costs drastically."*

Cevin Doppmann  
Network Engineer  
Strategic Health Care



Connect with us at [www.digium.com/switchvox](http://www.digium.com/switchvox)



**We're changing the way the world communicates. *Again.***

**For more information on Switchvox:** [www.digium.com/switchvox](http://www.digium.com/switchvox) • +1 256-428-6271 • [sales@digium.com](mailto:sales@digium.com)

**Digium Headquarters:** +1 256-428-6000 • [www.digium.com](http://www.digium.com)