



Your FOIP provider

Presented by:

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**During the webinar please use the Q&A feature  
located in bottom right corner of your screen!**

**We will answer the questions at the end of the presentation  
Thank you!**



We Are VoIP Supply



# Reseller Benefits



Since 2002  
VoIP Supply  
has delivered  
unparalleled service  
and expertise to  
over 125,000  
customers  
worldwide.

## VoIP Rental Program

our Device as a Service (DaaS) rental program gives your customers the widest variety of VoIP Products for a low monthly payment!

## Hardware & Provisioning

featuring over 60 manufacturers that offer over 16,000 products and the ability to provision for you!

## CloudSpan MarketPlace

a single place to shop various VoIP service providers - build up your MRR and receive discounts on hardware selling through VoIP Supply

## Fulfillment

provisioning and professional services from multiple warehouse locations in North America; providing real-time access to manage your projects from order through delivery

## Refresh & Reclaim

offering certified reconditioned devices at a fraction of the cost plus offering an outlet for selling off used and excess VoIP equipment

## Agenda

- babyTEL Copper Retirement
- Transitioning from Analog to IP
- The benefits of HIPAA Compliant IP Faxing
- How Copper Retirement is forcing you to go Fax over IP
- Migrating your faxing environment– Seamless and simple



- Head Office in Montreal, Canada
- 60 employees
- Founded in 1991 under Voice & Data Systems
  - Developed premise based, carrier grade Unified Messaging systems
  - Developed carrier grade fax over data network systems (FaxPAD)
    - Singapore Telecom
    - Xpedite
    - Sprint Communications
- Changed direction in 2004 and became Canada's first SIP/T.38 Trunk Provider
- babyTEL is a Global Telephone Carrier on the Internet



# Notable babyTEL Clients

babyTEL.net



America's Most Convenient Bank®



babytelfax.com





- *“Copper Retirement signals the Telco’s long process of migrating all of its old switching equipment to the new IP based switching technology. While regular telephone calls have been easily adapted to the IP infrastructure, robust real-time faxing has eluded the carriers. babyTEL has successfully made this transition and offers its users and clients the best T.38 fax service in North America, if not globally”*



babyTEL T.38





# Patton and babyTEL

babyTEL.net

- babyTEL T.38 Trunking & Encryption
- Patton hardware SN4140 Gateway series
- HIPAA Compliant out of the box
  - Real-time
  - No storage
  - Confirmation from fax machine
- babyTEL/Patton Bundled Offering



[babytelfax.com](http://babytelfax.com)





- Offering
- Monthly Price includes Patton SN4140 gateway
- Monthly Price includes
  - All North American\* Long Distance faxing
  - Fixed monthly fee
  - DID Fax number
  - Encryption (AES 256)
  
- [www.patton.com/cloud-fax/](http://www.patton.com/cloud-fax/)



**babyTEL**

babyTEL.net

## **Contact babyTEL**

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# Q&A



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# CONTACT INFORMATION



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