

The bills show it:

A cloud phone system cuts your phone bills by over 50%

This before –and–after comparison uses actual customer phone bills to show how a cloud system really does cut monthly costs by over 50%. (Not to mention the fact that there’s no hardware to buy- and you eve get the desk phones for free.)



Start saving with Elevate today!

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Cloud cuts your phone
bills by over 50%

We say our cloud-based phone service, called Elevate, can save businesses over 50% on their phone costs.

And we have the research to prove it.

This study took a sample of 19 small businesses who were considering replacing their phone systems. It compared monthly bills from their current phone service providers against cloud Elevate pricing. It also looked at what these businesses paid upfront for their phone systems.

What we analyzed

In the spirit of “apples-to-apples,” we compared only those features that both cloud-based Elevate and the competitors provide.

For the 19 customers, monthly service costs for the following were averaged:

- Fee per line
- Local calling fees per line
- Long distance fees per line
- Carrier fees per line (not including local, state, and federal charges that all carriers must collect)

In addition, the study averages the upfront costs of an on-premises phone system, plus the desk phones themselves (focusing on systems that support up to 15 lines.)

Which phone companies did we compare against?

We analyzed providers of on-premises business phone systems. They represent a balanced mix of both traditional and VoIP services.

Business Phone Service Providers



Business Phone Systems



What we found

The analysis showed that on monthly, per-line service costs and fees, our cloud solution (based on a price of \$29.99 per user) indeed saves small business customers 53% on average compared with the competition. And that's before we added savings from on-premises phone systems and phones.

Monthly voice services per line: Elevate vs. the competition

Customer	State	Company	Bill Date	Line Fee	Local Fee (per line)	LD Fee (per line)	Service Type	Carrier Fees (per line)	Total
Customer 1	UT	YipTel.com	2014	\$42.00	\$0.00	\$6.75	VoIP	\$2.35	\$51.10
Customer 2	MT	Blackfoot	2014	\$38.00	\$0.00	\$6.26	VoIP	\$1.10	\$45.36
Customer 3	NY	PowerNet Global	2014	\$7.98	\$0.00	\$33.20	VoIP	\$15.05	\$56.23
Customer 4	NJ	Verizon	2014	\$35.00	\$0.00	\$4.90	Traditional	\$15.91	\$55.81
Customer 5	CA	Verizon	2014	\$39.10	\$14.75	\$36.36	Traditional	\$0.00	\$90.21
Customer 6	CA	Verizon	2014	\$32.65	\$13.75	\$8.54	Traditional	\$26.27	\$80.71
Customer 7	CA	AT&T	2014	\$67.21	\$0.54	\$0.00	Traditional	\$18.60	\$86.35
Customer 8	CA	AT&T	2014	\$69.00	\$0.00	\$22.16	Traditional	\$3.15	\$94.31
Customer 9	CA	AT&T	2014	\$32.50	\$0.00	\$13.91	Traditional	\$1.18	\$47.59
Customer 10	CA	AT&T	2014	\$53.50	\$0.00	\$5.72	Traditional	\$11.06	\$70.28
Customer 11	CA	AT&T	2014	\$35.00	\$0.00	\$11.54	Traditional	\$6.96	\$53.50
Customer 12	CA	AT&T	2014	\$106.25	\$0.95	\$3.31	Traditional	\$17.17	\$127.68
Customer 13	HI	Hawaii Telecom	2014	\$30.67	\$0.00	\$0.97	Traditional	\$19.95	\$51.59
Customer 14	UT	Integra	2014	\$25.95	\$0.00	\$0.00	VoIP	\$30.10	\$56.05
Customer 15	CA	Verizon	2014	\$35.62	\$0.00	\$17.49	Traditional	\$3.27	\$56.38
Customer 16	TX	Charter	2014	\$44.61	\$0.00	\$0.00	VoIP	\$11.47	\$56.08
Customer 17	WA	CenturyLink	2014	\$57.87	\$0.00	\$0.00	Traditional	\$9.42	\$67.29
Customer 18	CA	Preferred	2014	\$50.00	\$0.00	\$1.56	VoIP	\$20.33	\$71.89
Customer 19	WA	LocalTel	2014	\$45.28	\$0.00	\$0.00	VoIP	\$0.00	\$45.28

Competitors' Averages				\$44.64	\$1.55	\$9.09		\$11.23	\$66.51
Elevate (starts at)				\$29.99	\$0.00	\$0.00		\$1.50	\$31.49
Savings				\$14.65	\$1.55	\$9.09		\$9.73	\$35.02
Savings Percentage				32.82%	100%	100%		86.64%	52.65%

The Bottom Line: Elevate saves customers 53% on monthly, per-line phone service, and thousands on upfront hardware costs.

	Competitors' average cost	Elevate cost	Savings
Service costs Per month, per line, including fees	\$66.51	\$31.49	53%

	Competitors' average cost	Elevate cost	Savings
Hardware costs PBX system and deskphones for 5-10 Lines	\$3,500 - 4,000	\$0	100%

Breaking It Down: Where the service cost differences come from

As shown in the chart on the previous page, the significant monthly cost differences between cloud-based Elevate and traditional phone services lie in the per-line service and carrier fees customers are charged.

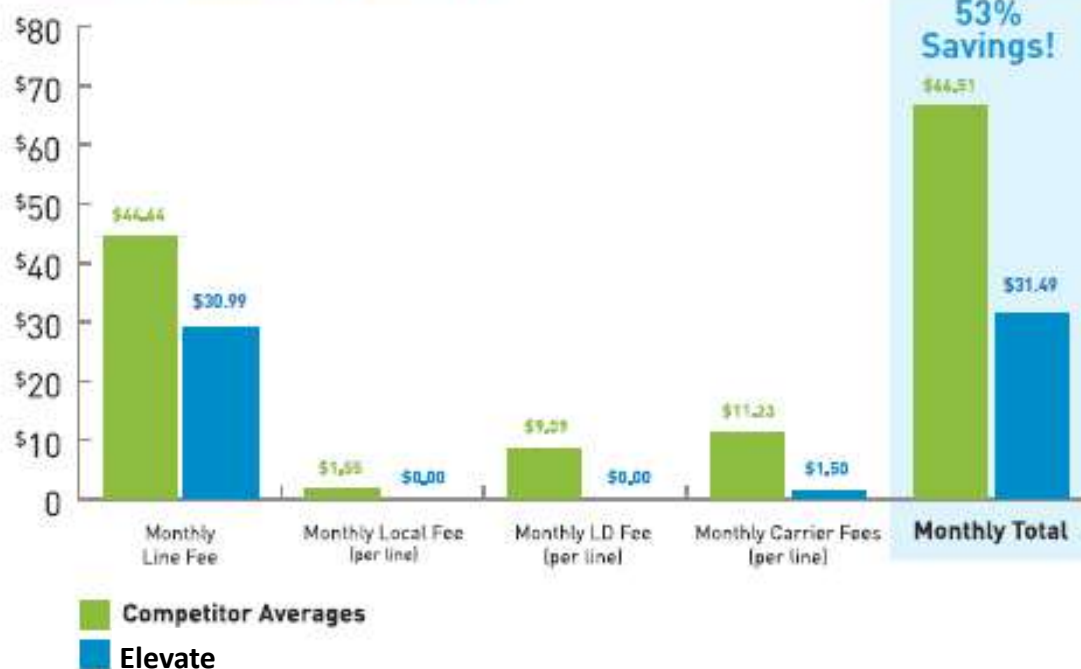
Per-line service fees. On average, the businesses whose bills we evaluated are paying monthly per-line service fees of \$44.64, compared with the Elevate per-line service fee of \$29.99.

Carrier fees. On average, the businesses whose bills we looked at pay monthly carrier fees of \$11.23 per line, compared with the Elevate low monthly carrier fees of \$1.50 per line.

Local and long-distance fees. As with Elevate, many of the providers covered in the analysis charge no per-line local or long-distance fees, although a few charge as much as \$14.75 for local and \$5.00 for long distance service per line.

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Monthly costs and savings



Upfront savings

When you reduce your business phone services bills, the savings add up over time. With a cloud phone system, you also keep thousands of dollars in your pocket from day one. The on-premises PBX hardware is hosted in the cloud and the services are offered at a flat monthly rate. And, businesses don't have to program, install, or support the phone system hardware and licenses.

The table below shows the costs of several typical on-premises PBX systems that support 5-10 lines, including both POTS (plain old telephone service) and VoIP varieties. As noted, **you save 100%** of such costs with cloud phone service because with the cloud, you don't pay for the PBX system. ON top of that, with our promotion, you can get desk phones for free, too.

	PBX	w/ 5 phones	w/ 10 phones	w/ 15 phones
Lucent Avaya Definitely Pbx Telephone System W/ Cards Tn2224 Tn2224 Tn767e	\$999.00	\$1,596.00	\$2,193.00	\$2,790.00
Panasonic Hybrid Ip-Pbx Control Unit Bu P762040	\$2,999.95	\$3,596.95	\$4,193.95	\$4,790.95
Allworx 8200030 24x All in One Phone System and Network Server	\$4,345.00	\$4,942.00	\$5,539.00	\$6,136.00
Bizfon - BIX-700 - Bizfon 7000 IP PBX System - Bundled Version	\$5,195.00	\$5,792.00	\$6,389.00	\$6,986.00
Fortinet FortiVoice-200D-T 4ports 1Q/100/1000 4FXFD 4GB 1TB	\$5,095.00	\$5,692.00	\$6,289.00	\$6,886.00
Samsung Officeserv 7100 W (6) 28 Button	\$2,499.00	\$3,096.00	\$3,693.00	\$4,290.00
D-Link VoiceCenter IP Phone System, 5-Phone Kit for Microsoft...	\$2,495.33 - 5 phones included			
Allworx 48x Telephone System Server Voip Pbx Ksu W/ 4 x 9224 & 22x9	\$6,879.95 - 48 phones included			
Att Synapse 4-line Business Ip System + 5 Phone Package Voicemail	\$1,949.00 - 5 phones included			
Samsung 10-Phones Pack SMT-15243D 19B IP phone Terminal	\$4,273.00 - 10 phones included			
Elevate cloud service	\$0.00	\$0.00	\$0.00	\$0.00
Average Savings per PBX with Phones	\$3,522*	\$4,119	\$4,716	\$5,313

* Average of PBX only, w/a phones-included offers

The hidden costs you don't pay with Elevate

There are other costs involved in using on-premises phone systems, costs that may not show up on your monthly bill, but add up just the same. With Elevate cloud phone system, there are no hidden costs.

With on-premises voice systems, you typically pay for:

Maintenance contracts. Typically, the yearly cost is about 10 percent of what you paid for your system up front.

Expanding your phone system to keep up with your business. You have to buy the additional phones, of course. But you usually also have to buy a new piece of hardware for your system, called a line card, to accommodate the new phones. And typically, you have to buy this hardware and service for four lines at a time, even if you don't need that many.

The cost of downtime. If the power goes down at your office, you'll lose your phones, too. Your customers won't be able to reach you. You can lose both revenue and the good will of your customers.

But not with Elevate:

No support or maintenance contract. Period. If you need support, you just call us.

Add one phones, one line at a time, no cost. You pay only the additional low monthly fee for each line you add. Elevate's web-based portal enables you to set up, manage, and maintain your own system to suit your current and future business requirements.

99.999% up time SLA. Elevate guarantees less than 26 seconds of downtime a month for the service. What about storms or earthquakes? If the power goes out to your office, your phones can automatically route to voicemail or forward to mobile phones, depending on how you want it configured. No business needs to be lost.

Start saving with Elevate today!



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