



**IRON TON**  
G L O B A L

## EXPENSE REDUCTION FOR TELECOM

**Ironton Global**

Expense Reduction for Telecom  
November 2013

**By:**

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# 1. When clients have standard analog / copper phone line(s):

**PROBLEM:** Very typically, small clients (home or business) with under 20 employees will have analog copper phone lines. Typically those users will pay \$30 to \$70 per phone line depending on the carrier and how you gauge that (with or without taxes – which can be exorbitant in some cases). On top of that, they typically and additionally will also have to pay for LONG DISTANCE FEES.

**SOLUTION:** 3 solutions are possible:

- a. For those clients above, we recommend switching them to SIP Trunks. SIP Ironton Global (IG) SIP trunks. The standard IG SIP Trunks are priced at \$23.95 per month per trunk (with a 3 year term/agreement) and come with unlimited long distance to all domestic 50 states.
- b. If the client makes calls to Canada, Puerto Rico or Mexico, we recommend our continental SIP Trunk for \$26.95 which will allow the customer to make unlimited calls to all 50 states + Canada + Puerto Rico + Mexico at that price.
- c. If the client makes calls to International destinations, we recommend the Intercontinental SIP trunk for \$31.95 per month

These prices assume a 3 year term agreement every trunk has a \$9.95 one-time non-recurring charge. The SIP trunks would need to be converted to analog trunks by using ATAs (Analog Telephone Adapters). This is a simple device and extremely simple to install and will range in price (one-time fee) from \$75 to \$269. Client would own this. Refer to our full pricing chart for more on pricing such as DIDs, Line number portability, etc....

Your savings should be anywhere from 30% to a lot more (could be as much as 300%) depending on who the current carrier is and how much long distance (if any) the client is making and how many trunks they have. Note that there are minor fees to transfer the numbers and in large situations. Also note that in this case, the client keeps their phone system (PBX or other) as is.



## 2. When clients have a voice T1 or PRI:

**PROBLEM:** A T1 trunk has 24 phone lines and a PRI has 23. Depending on the location of the client's office, a T1 or PRI can vary in price anywhere from \$300 to \$900 or more in some cases. Long distance is typically added on top of these fees

**SOLUTION:**

- a. If the client is only using a fraction of the T1 or the PRI or needs only a few trunks at the same time, they can easily use the same solution as above (Standard, Continental or Intercontinental) As an example, a client is only needing 10 call paths at the same time and would like to have unlimited long distance to all 50 States (Domestic US). In this case, we could use the standard trunk at \$23.95 x 10 or \$239.50 to save money to the client. Note here that they would also have unlimited long distance at no additional cost – thus adding to the savings
- b. If the client is using all 24 or 23 channels (in a T1 or PRI respectively), then we recommend our UNLIMITED VOICE TRUNK. The unlimited voice trunks allows any account to have unlimited call paths (so it goes well beyond the T1 or PRI and is only limited by the existing bandwidth that the client has. Note that each call can take as much as 84 Kilobytes). The unlimited voice trunk is priced at \$65 per month with a one-time setup fee of \$9.95. It has NO term contract (month to month – cancel any time after paying the invoice). It is however limited to 5000 minutes of inbound or outbound calls. Overages are billed to the customer at 3 cents per minute. So even with overage, most businesses can realize considerable savings here all while augmenting the call path. Where this would NOT be a fit is if the client has an outbound dialer or a call center (inbound or outbound) where calls are consistently being made inbound and outbound and your call volume is very high. Note that the client will need a SIP to PRI ATA Gateway.



## 3. When clients are already using a competing SIP provider

**PROBLEM:** Client is paying a lot of money on their SIP trunk(s)

**SOLUTION:**

- a. If the client is already using a competing SIP provider, simply compare the costs that they are incurring to what they could be having with us. Compare their monthly recurring expense with our “all you can eat” \$65 unlimited path trunks. This can prove to be a significant cost reduction.
- b. If the client does a lot of calls, the unlimited trunk may not be suitable – and so we do have the choice of unlimited domestic (50 states) for as low as \$23.95 and in that case there is no limitation on the calls they can make. Having a predictable phone bill, regardless of long distance calls made is always a benefit. The savings could be huge there

## 4. Examining the cost of long distance and overseas calls

**PROBLEM:** cost of long distance

**SOLUTION:** eliminate these costs. Here is how:

- a. If the client is making more than 2 or 3 calls to Canada, Puerto Rico, Mexico or even other countries, Ironton Global offers a trunk for as low as \$26.95 per month for unlimited calls to the US, Canada, Puerto Rico and Mexico and as low as \$31.95 to make calls to nearly 60 overseas countries. So examine the client’s phone bills. Are they making these calls? If so, the savings can simply be amazing



5. If the client is paying a lot of money to conduct CONFERENCES (Audio) – our conference bridge is as low as \$4.95 per month with 29 cents per participant per minute. Far less than most of our competitors. Yet the client obtains a superb High Definition sound quality
  
6. If the client is making calls from their cell phone and incurring long distance fees to Canada, Mexico, and Puerto Rico – We have a SIP Soft phone that will allow them to make unlimited calls for \$30 to these countries and nearly 60 others.

## CONCLUSION:

We can save money in just about any every case. In ALL cases, obtain 3 months of phone bills from his phone carrier and from his cell phone carrier and get it out to us. Scan the bills and send to [sales@irontonglobal.com](mailto:sales@irontonglobal.com) . Questions? Send them to [sales@irontonglobal.com](mailto:sales@irontonglobal.com)

### Your representatives and escalation process

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