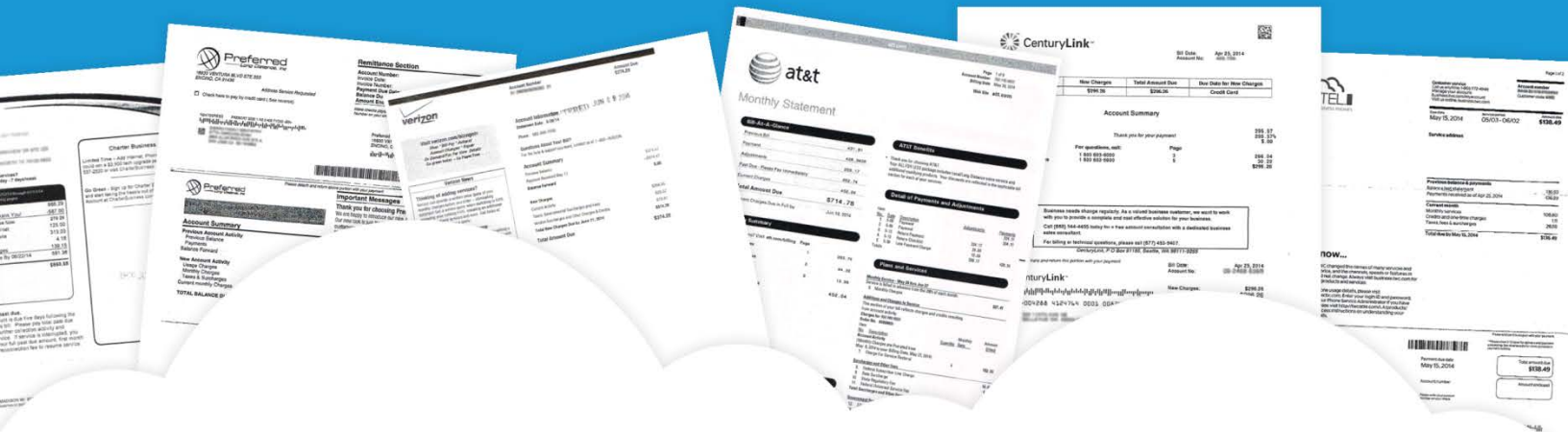# DELTA
PAYMENTS *IDS*

The bills show it:
Hosted PBX cuts your phone bills by over 50%

This before-and-after comparison uses actual customer phone bills to show how Hosted PBX really does cut monthly costs by over 50%. (Not to mention the fact that there's no hardware to buy—and you can even get the desk phones for free.)

AEON
ANYTHING AND EVERYTHING ON THE NETWORK

Start saving with Hosted PBX today!

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sales@deltapayments.com

ON THE WEB
theaeonsolution.com

We say our cloud-based phone service, called Hosted PBX, can save businesses over 50 percent on their phone costs.

And we have 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 our Hosted PBX pricing. It also looked at what these businesses paid upfront for their phone systems.

What was analyzed

In the spirit of "apples-to-apples," the study compares only those features that both Hosted PBX and our competitors provide.

For the 19 businesses, 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 we and all other carriers collect)

In addition, the study averages the upfront costs of an on-premises PBX phone system, plus the deskphones 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 service. They represent a balanced mix of traditional services and VoIP ones.

Business Phone Service Providers

at&t CenturyLink YIPTEL HOSTED BUSINESS PHONES

Integra Charter verizon

Business Phone Systems

Alcatel·Lucent allworx

Panasonic SAMSUNG

What we found

The analysis showed that on monthly, per-line service costs and fees, our Hosted PBX Solution (based on a starting price of $29.99) indeed saves small business customers **53 percent on average** compared with the competition. And that's before adding savings for on-premises phone systems & phones.

Monthly voice services fees per line: Hosted PBX 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**
Hosted PBX (starts at)				**$29.99**	**$0.00**	**$0.00**		**$1.50**	**$31.49**
Savings				**$9.12**	**$1.55**	**$9.09**		**$9.73**	**$35.02**
Savings Percentage				**32.82%**	**100%**	**100%**		**86.64%**	**52.65%**

In addition, the fact that our phone system is hosted in the cloud and included for free with the Hosted PBX service saves a typical small business (needs 5-10 lines) as much as $4000 and often more.

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

	Competitors' average cost	Hosted PBX cost	Savings
Service costs Per month, per line, including fees	$66.51	$31.49	**53%**

	Competitors' average cost	Hosted PBX cost	Savings
Hardware costs PBX system and deskphones for 5-10 lines	$3,500 – 4,000	$0	**100%**

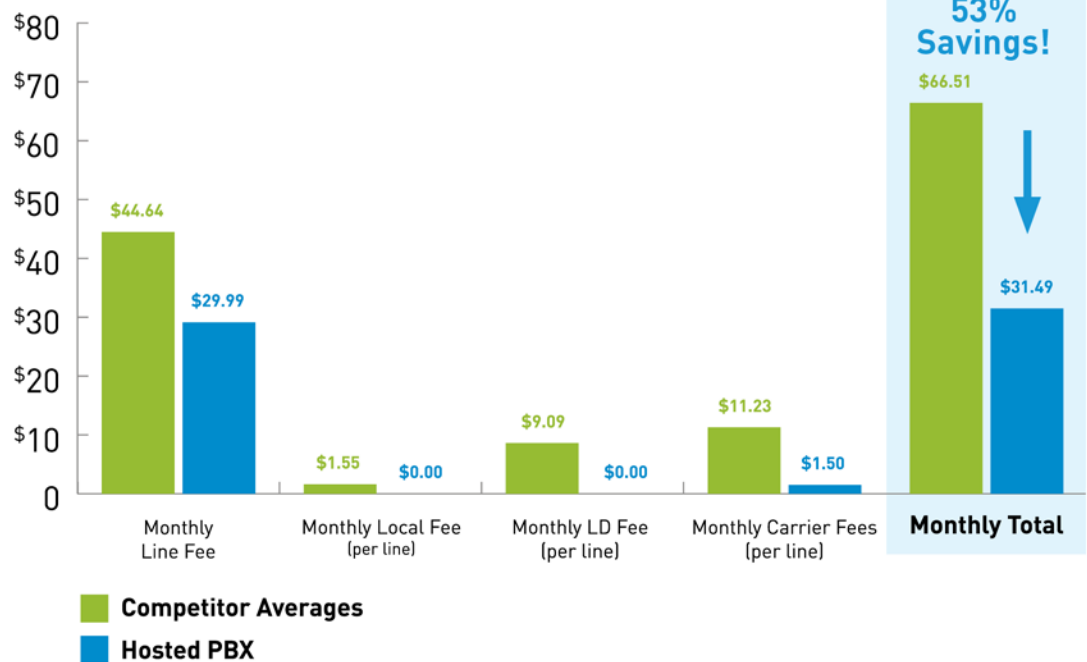## Breaking It Down: Where the service cost differences come from

As shown in the chart on the next page, the significant monthly cost differences between Hosted PBX 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 Hosted PBX monthly 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 Hosted PBX's low monthly carrier fees of $1.50 per line.

Local and long distance fees. Like with Hosted PBX, 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.

Monthly costs and savings

Competitor Averages
Hosted PBX

Upfront savings

When you reduce your business phone services bills, the savings add up over time. With Hosted PBX, you also keep thousands of dollars in your pocket from day one. The PBX hardware is hosted in the cloud and the service is offered at a single flat monthly rate. And, businesses don't have to program or install PBX hardware or 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 percent** of such costs with the Hosted PBX service, because with Hosted PBX you don't pay for the PBX system. On top of that, with our ongoing promotion, you can get 2-line 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 10/100/1000 4XFXO 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			
Hosted PBX	$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/o phones-included offers

WHITEPAPER
Hosted PBX cuts your phone bills by over 50%

The "hidden" costs you don't pay with Hosted PBX

There are other costs involved in using on-premises phone systems and services, costs that may not show up on your monthly bill but add up just the same. But with Hosted PBX, there are no "hidden" costs.

With on-premises voice systems, you typically pay for:	But not with Hosted PBX:
Maintenance contracts. Typically, the yearly cost is about 10 percent of what you paid for your system up front.	**There's no maintenance contract.** Period. If you need support, you just call us… whether it's about the phone system, the phone service, or the desk phones.
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.	**Add one phone, one line at a time, at no cost.** You pay only the additional low monthly fee for each line you add. Hosted PBX's web-based portal enables you to set up, manage, and maintain your own system to suit your current and future business requirements.
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.	**99.999% uptime SLA.** Hosted PBX guarantees less than 26 seconds of downtime a month for the service. What about storms or earthquakes? Well, 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.

Start saving with Hosted PBX today!

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