

## Executive Overview

SimpleVoIP offers turnkey phone system solutions for distributed enterprises. We're a specialized service provider that delivers tailored UCaaS solutions for multi-location businesses. We reduce the complexity of your voice and data networks and streamline their management and support. With us, you'll get reliable, quality, and comprehensive phone services at affordable rates.

## Product & Service Offerings

- Managed UCaaS
- Proactive Handset Monitoring and Management
- POTS Replacement - Hardware, Service, and Support
- Cloud-Based POTS Replacement
- Microsoft TeamsDirect Routing
- CRM Integration
- Call Center

## Key Features & Differentiators

### Comprehensive Offering at Affordable Rates

- Offers turnkey phone system solutions and provides seamless user experiences with its comprehensive platform
- Cloud management system provides a single pane of glass for all locations

### Reliable and Scalable Architecture

- High availability data centers are strategically located across the US to support 100% uptime and reliability for customers.
- Customers get limitless room for growth because its networks offer infinite scalability.

### Magic Auto Provisioning

- Builds the perfect communication system equipped with customized applications and integrations for a customer's pilot site then takes that blueprint to provision tens, hundreds, and even thousands of locations within a few clicks

### Proactive Monitoring Support

- Offers proactive support and monitoring down to the handset to ensure 100% uptime and availability for customers
- Agile support, fast solutions, and closer reach to customers due to its smaller size

## Top Industries Served

- Healthcare
- Education
- Hospitality (Hotels, Food, Beverage)
- Retail & Consumer Products / eCommerce

## Ideal Customer Profile

- Limited IT staff
- Aging or discontinued phone systems
- Expensive POTS lines
- SMB and enterprise clients

## Qualifying & Technical Questions

1. Do you currently have IP phones, or are you looking for new phones?
2. How many locations and phones would you like to be provisioned?
3. Do you currently use POTS lines?
4. What is your target timeframe to get VoIP up and running for your locations?
5. Do you need support for Fax/eFax, Overhead Paging, or other?

## Elevator Pitch

SimpleVoIP leverages the latest IT technologies to provide hosted UCaaS solutions across various industries, offering white-glove, customized, fully managed, and reliable phone services. Whether you're a small business or a large enterprise, SimpleVoIP streamlines your communication at competitive rates. Our cloud-based VoIP service delivers crystal-clear call quality, easy scalability, and robust features for businesses of all sizes. Optimize your communication infrastructure, reduce costs, and boost productivity with SimpleVoIP, backed by exceptional customer support.

## Objections & Rebuttals

### **Why should I go with SimpleVoIP instead of a more well-known telecommunication provider?**

SimpleVoIP is a private telecommunication company that highly specializes in multi-site deployments. The founders have been delivering VoIP solutions for over 20 years and its customers include Sleep Number, Wendy's, Pizza Hut, Applebee's, Caribou Coffee, Tumi, Zumiez, Sun Auto Tires, Ghirardelli, etc. Its smaller size helps it provide agile support and highly customized solutions for customers unlike giant UCaaS providers.

### **My company doesn't have the budget to spend on a new phone system.**

SimpleVoIP has OpEx models that allow interested companies to replace their entire system without any capital outlay. Their customers see an average of 50% in savings over traditional phone lines because of its affordable rates.

### **Hosted VoIP over Broadband is Unreliable.**

SimpleVoIP is highly redundant and fully meshed with multiple data centers. This creates multiple path options for phone registration and eliminates single points of failure that exist in many legacy systems. In addition, with broadband topologies, cellular failover can be

leveraged for VoIP traffic when the primary connection is down or poorly performing.