

Sales Battlecard: Hosted PBX

Who's a Target

Voice Network Managers living with the day-to-day tasks – the monitoring, the configuration, the sourcing, the change requests. You'll make it easier.

Network Execs with combined responsibilities over voice and data networking. The drive on the data side toward cloud and SD-WAN may influence their approach to hosted voice services.

Companies that are multisite or multinational. The more numerous the locations and the smaller the locations are, the harder it is to depend on complex PBX systems and local IT.

Feature Summary

Desk Worker

Hosted PBX Standard

- Call forward
- Speed dial
- Voice mail
- Real-time call control

Power User

Hosted PBX Advanced

- Standard features plus:
 - Simultaneous ring
 - Sequential ring
 - Shared call appearances

Receptionist

Hosted PBX Advanced

- Standard features plus:
 - 50-user management client
 - On-hold notifications
 - Advanced call transfer

Office Level

- Hunt groups
- Auto attendant
- Site-level scheduling
- Group voicemail

The Competition

SMB Grade: *"You get what you pay for."*

8x8, RingCentral, Twilio, Nextiva, Mitel, OnSIP, Comcast Business, Grasshopper, Ooma Office

Not Truly Global: *"Are they where you need to be?"*

Vonage, 8x8, Comcast Business, Grasshopper, Nextiva

Global Enterprise Players: *"The opposite of agile."*

AT&T, CenturyLink, BT Global, Orange, Verizon

Elevator Pitch

VoIP is better than TDM. There's no debate anymore.

However, when your enterprise is large and growing, you need an even **higher grade of VoIP service**. Picking the bargain option can trap you in an SMB grade service that won't deliver a consistent global experience.

GTT's Hosted PBX is enterprise grade in both its features and the way we support you. Integrated with our Tier 1 IP backbone, our voice network is **truly global**, ensuring high performance around the world. We make it **easier to manage change**, so you can stay focused on your growing business.

Benefits

GTT's Hosted PBX is the higher grade of service you need to deliver a consistent worldwide voice experience.

Enterprise Grade

- Every order is project managed
- 24x7 global voice NOC
- Diverse and redundant design
- Integration with GTT SD-WAN

Manage Change

- Self-service portal
- Advanced call routing
- Dedicated project manager
- Choice of network access

Truly Global

- DIDs in 65+ countries
- Toll-free in 120+ countries
- Eight redundant worldwide POPs
- Regional PSTN interconnections

Choose the Right Fit

- Multiple feature packages
- 20+ phone options
- Internet, broadband, MPLS, SD-WAN

Options and Pricing

Step 1: Most of a Hosted PBX proposal is captured in these factors. Using the quote form on CMD, determine the number of:

- Standard seats
- Advanced seats
- Phones by model
- Telephone numbers (TNs)

Step 2: A small amount of the Hosted PBX proposal is captured in these factors:

- Number of toll-free numbers (TFs)
- Long-distance rates by country
- Toll-free rates by country

Step 3: In select cases, add office-level features:

- Hunt groups
- Auto attendant

See pricing rate card on CMD, updated monthly.

For more information, contact the GTT Channel Team at GTTPartners@gtt.net.

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