

really

A Great Phone Service

"Mr. Watson -- come here -- I want to see you."

Alexander Graham Bell to Thomas Watson – Boston - 10 March 1876
First phone call



FastBreak: September 19, 2013

- Enjoy your lunch while we tell you about our **Really** Great Phone Service.
- Thanks to each of you for taking the time from your busy schedule to attend our FastBreak.
- Thanks to Mike Menzer and Park Shai for hosting our event at this great venue.

Welcome & Thank You!

Technology in under 60 Minutes



FastBreak: September 19,
2013

- Address common objections to VoIP (Voice over Internet, Cloud-Based, Hosted)
- Highlight Top Reasons to Switch to our Really Great Phone Service
- Look at a real installation examples (Before/After).
- Demonstrate Key Features of our RGPS
- Q&A
 - Ask specific questions
 - One-to-One with our staff
 - Schedule a personal demonstration

Today's Game Plan

Technology in under 60 Minutes



FastBreak: September 19,
2013

- AlphaLink Technologies, Inc.

- Technology Company
- Located in Newark Ohio
- Primary Service Area is Central Ohio
- Established in 1984
- John & Karla Carson = Owners
- 2013 – Certifying as Woman-Owned Business

Technology Services

- ▣ Wired/Wireless Network Configuration, Installation & Support
- ▣ Internet Connectivity
- ▣ Hosted Servers/Applications, Email, Websites, Sharepoint
- ▣ Mobile Application Development
- ▣ Network Monitoring/Management
- ▣ Remote Backup
- ▣ Video Surveillance
- ▣ Email Filtering (AntiVirus/Spam)
- ▣ Help Desk

AlphaLink Technologies

“Your First Link to Technology”



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1. Quality of Service is not acceptable/stable.
2. If the internet and/or power is down, so is my business.
3. I need to have a full-time IT staff and an expensive network structure to support it.
4. I will be locked into a single vendor and a propriety phone system which will be expensive to maintain.
5. I will have to change my phone number.

5 VoIP Objections

Our Really Great Phone Service Addresses Each



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- AlphaLink will assess your internet service at no charge
 - 100K per line up/down required
 - We will let you know if it will not work well!
- No obligation limited try-out.
 - For up to 10 days a phone and phone line will be installed at your system to test.
- Testimony from client:
“I love the new phone system. ”

Great Quality

Reason to Switch #1



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- Elements of Typical Installation

- ✓ Internet Connection
- ✓ Router
- ✓ Network Switches / Wiring
- ✓ IP Phones

Except for IP Phones, most businesses already have a network infrastructure in place.

Your existing phone system and phones may be used with VoIP phone service; *some features may not be available.*

Typical Installation

Reason to Switch #2



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- Business Continuity – Phone calls continue during minor to major 'Disaster'
 - Power or Internet Out?
 - Your physical work location is not accessible?
 - Pre-program failover to route calls to another location (relocate IP phones; forward calls to landline or cell phone);
 - During Disaster, move your entire phone routing structure to another location w/internet within minutes.

Business Continuity

Reason to Switch #3



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- Keep (port) your listed phone numbers
 - Stay listed with 411 (Tested this for AlphaLink)
 - No charge for porting 1 number per line
 - Multiple 'published' numbers can ring a single location or extension
 - May take up to 30 days to transfer your phone number(s) from your current phone company or service provider

Keep Listed (Advertised) Numbers

Reason to Switch #4



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- Add/Remove Lines within hours and Extensions within minutes
- Change call routing in minutes
- Change phone service location in minutes
- Use any and all available features
- Simple web interface allows you to make Changes:
 - Set incoming calls to route to different locations during the day vs. night / weekend
 - Route calls based on caller (e.g., press 1 for emergency service)
 - Auto-Attendant Messages and Call Queue Management
 - Holiday Schedule different auto-attendant & routing
 - On-Hold Messages / Music

Flexible/Easy to Manage

Reason to Switch #5



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- Share Phone Lines between Multiple Locations
 - Example:
 - You have 3 locations in different Cities.
 - You have 3 phone lines installed at each location (9 total) to ensure your clients do not get a busy signal at any of the locations
 - Your “highest simultaneous use” is 6 incoming/outgoing phone calls (at any one time over the 3 locations).
 - You can drop 3 lines as the remaining 6 will be available for use at all locations—as needed.
- Share Long Distance between lines and locations (1,000 minutes per line)
 - Example: 6 lines to serve 3 locations = 6,000 LD total to use by your company regardless of origin
 - Calls between 3 locations are NOT LD and do not use a “line”, further saving money

Cost Savings

Reason to Switch #6



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- Remote and Teleworkers calls are Free
 - They use their internet to access your central phone service; Calls to main office from extension, and do not use a “line”
- Shrink/Grow lines & extensions as needed
 - Seasonal or project-based businesses
- After installation, AlphaLink will support you free of charge!

Cost Savings

Reason to Switch #6



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- Caller ID
- Call Waiting
- Call Forwarding
- Do Not Disturb
- Call Park / Pickup
- Message / Music OnHold
- Paging
- 3-Way Calling
- VoiceMail

Basic
Expected

Call
Handling

- Day & Night Attendant
- Holiday Schedule
- Route Calls based on Caller Input
- VoiceMail to Email**
- PC-Based Call Console**

- Call Recording**
- Call Reporting**
- Listen-Whisper-Barge In
- Call Queue
- Call Groups

Call
Center

Advanced

- Web Portal - Easy Management
- Extension on SmartPhones and Tablets**
- Business Continuity
- VoiceMail Blasting**
- Conference Rooms**

Free Features

Reason to Switch #7



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- One simple phone bill
 - \$35.00/month per Line
 - Includes all federal taxes and one ported phone number
 - INCLUDES 1,000 Long Distance minutes per line
 - \$10.00/month per Extension
 - Add \$3.50 per location for E911
 - Add Sales Tax (if applicable)
- Initial Setup/Training Fee: \$75.00 per Extension

Simple Billing

Reason to Switch #8



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- Fax-Over-Internet
 - Port your fax number(s)
- 500 in/out fax pages
 - \$14.95 per fax number per month
- 3 ways to send/receive
 - Incoming faxes are forwarded to an email address
 - Use installed client to send to a fax number
 - Use web portal to send/receive faxes
- If your need is over 500 in/out pages per month?
 - Order more than one FOI number; or
 - Stay with traditional analog fax number

Fax Over Internet

Reason to Switch #9 (Optional Feature)



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- Free yourself from the Phone Company!
 - Complicated Billing Model
 - Extra Charges for each feature
 - Proprietary hardware
 - Charges for installation, adds, moves, changes
 - “Measured” Local Long Distance Charges

No Phone Company

Reason to Switch #10



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AlphaLink Technologies
1496 West Main Street

PC-Based Phone System
15 Extensions



9 Phone Lines
- 1 published
1 Published Fax Line

Phone Bill: \$479
LD Ave: \$275 1700 LD Minutes
Total: \$754

975 9321



Karla



John



975 9279

AT&T 2-Line Base
5 Wireless Handsets



Carson Home-
Business

2 Phone Lines

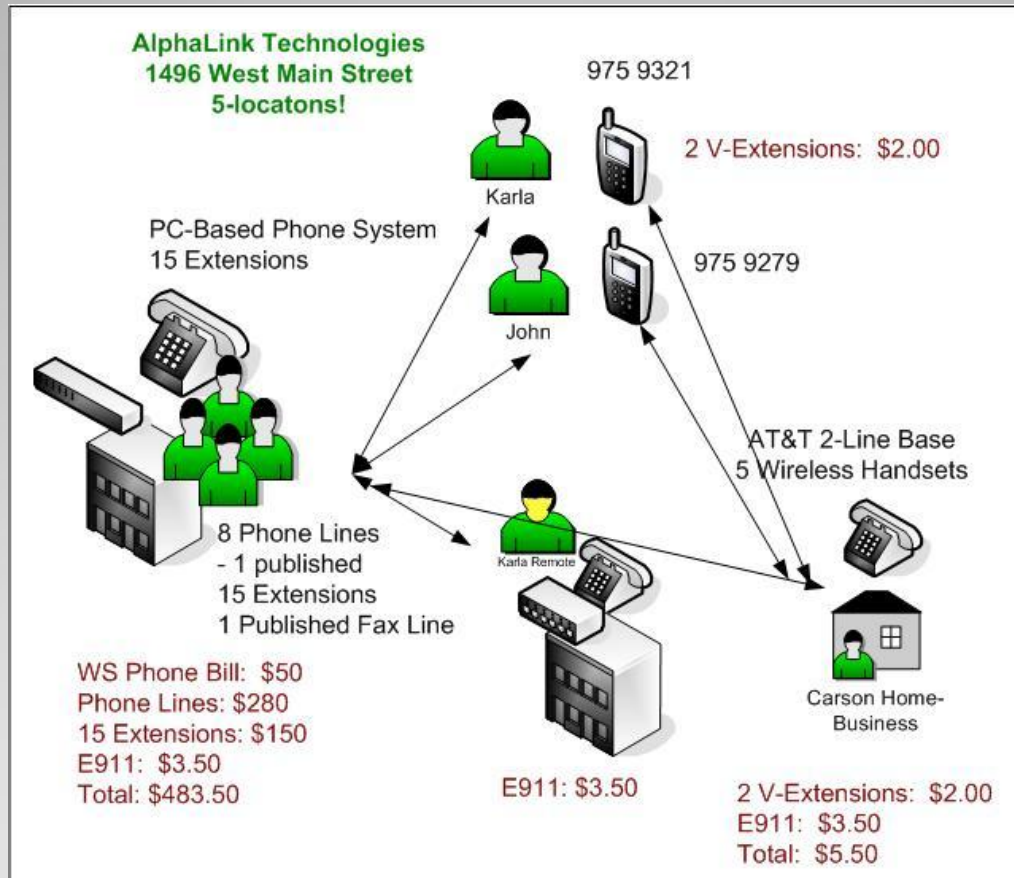
Phone Bill: \$100

AlphaLink - Before

Not Integrated



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AlphaLink - After

Added Location + All Locations Sharing Lines



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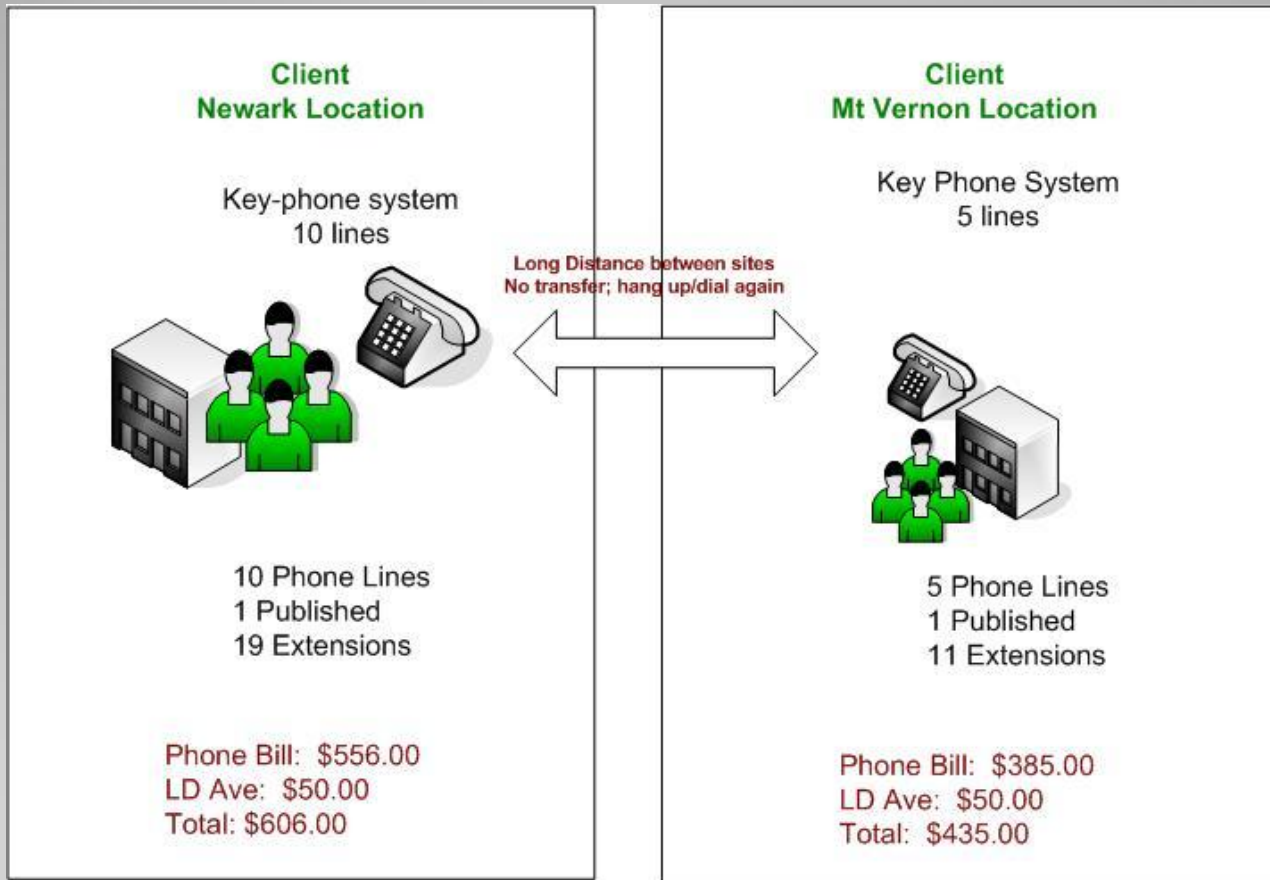
Description	Alink Before	Alink After
Phone Bill /Month	\$854.00	\$494.50
Savings in \$ / Month		\$359.50
Savings in \$ / Year		\$4,446.00
Savings in %		42.09%
LD Minutes per month	1,700	8,000
# Phone Lines / Fax Analog	10 / 1	8 / 1
One Time Fees		
Phone System	\$8,000.00-\$10,000	\$2,700.00
Install Fees (15exts x \$75)	Included	1,125.00
SmartPhone/Tablet App		\$8.00 /ea
ATA 2-Line Device for Home		\$60.00

AlphaLink - After

Savings



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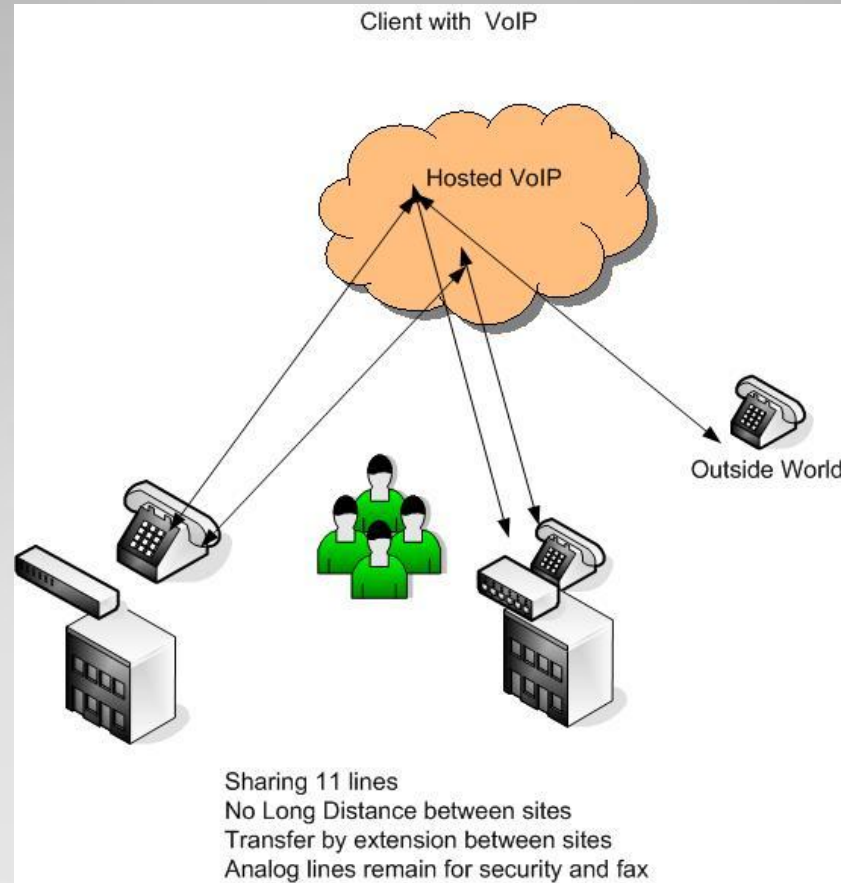


Client - Before

Not Integrated



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Client - After

1 System; No LD; Transfer between locations



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Description	Before	After
Phone Bill /Month – Location 1	556.70	473.50
Phone Bill / Month – Location 2	385.35	218.50
Analog Lines / Month (3)	135.00	135.00
Long Distance Ave	100.00	0.00
Total Monthly Bill	\$ 1,177.05	\$ 880.50
Savings in \$ / Month		\$296.55
Savings in \$ / Year		\$3,558.60
Savings in %		25%
LD Minutes per month		11,000
# Phone Lines / Security & Fax Analog	12 / 3	11 / 3
One Time Fees		
Phone System (27 phones) 2 Switches + 2 routers = \$3,200		\$6,543.00

Client - After

Savings



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- FastBreak Special

- Installation fee waived if you place order within 60 days of FastBreak event.

Special: Free Installation

Order within 60 days



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- Voicemail to Email
- Call Console – User Interface
- System Management Portal
- Call Reporting

Key Features

Demonstration



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- Call us!

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Contact our Sales Team

740 788 9000

Thank you!

Questions, Please!

Q&A

Stay after for 1-2-1 with our staff!



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