

TELECOM IS CHANGING (AGAIN)

Dan Aylward

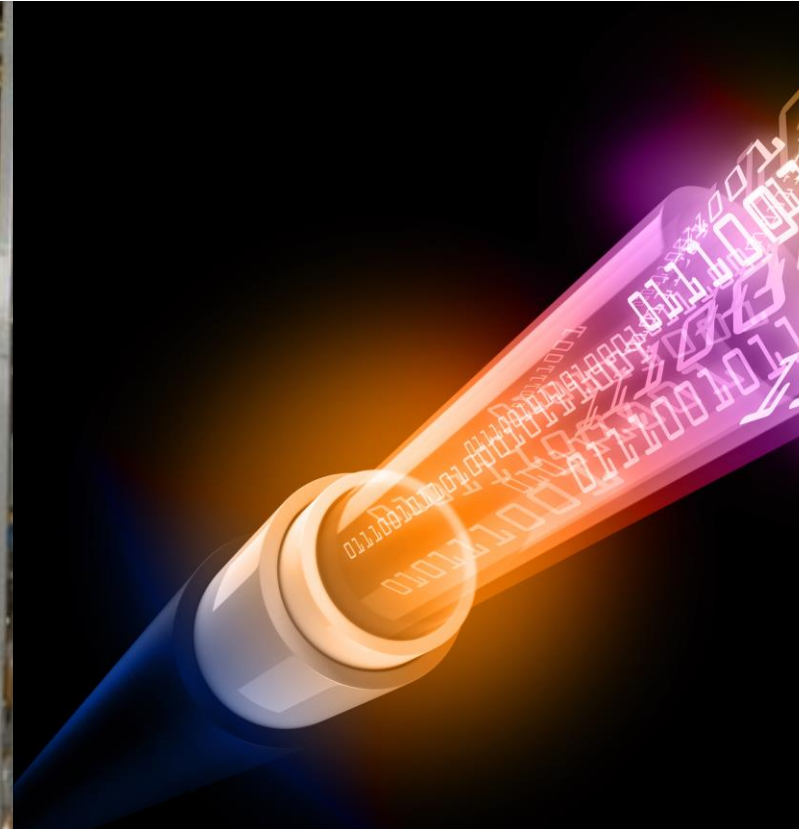
Senior Consultant



ABILITA[®]
Independent Communications Expertise

AGENDA

- POTS, PRIs going away
- how we got here
- how this affects you
- questions to consider

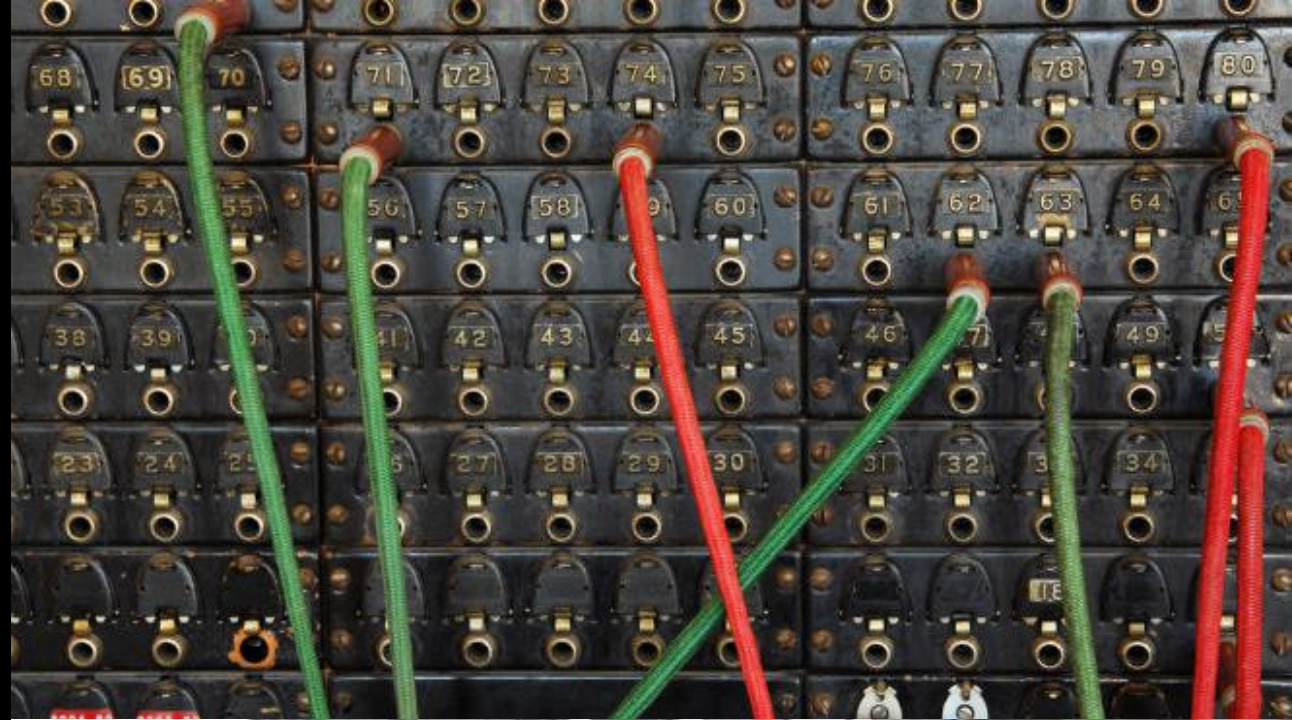


POTS, PRI

POTS - Plain Old Telephone Service

Used for faxes, alarms, fire panels, elevators, remote sites (e.g. campgrounds, animal control)

PRI - 23 x POTS, connects to phone system



POTS AND PRIS ARE GOING AWAY

LEGACY SERVICE - Rate Changes -

Please be advised that our Traditional Business Line Service (POTS) will be increasing by \$20 per line, and due to changing FCC regulations, some of our T1-based copper services will be increasing by \$100, effective August 1, 2021. We understand your concerns about rising rates, and are excited to offer newer, more cost-effective solutions. Contact us today to upgrade your service!

Monthly Charges
Federal Access Charge

451.64
9.09

Dear Customer,

TDS Metrocom, LLC (TDS®) regrets to inform you it's made the difficult decision to discontinue Internet and phone services in Lansing, Michigan. The following address is impacted:

If you wish to keep your current phone number, you must choose a different service provider prior to Dec 14, 2021.

LOCAL USAGE
Effective September 1, 2021, the local usage message rate will increase from \$1.73 to \$1.90. For questions, please call the toll-free number listed on your bill or visit us online at business.att.com.

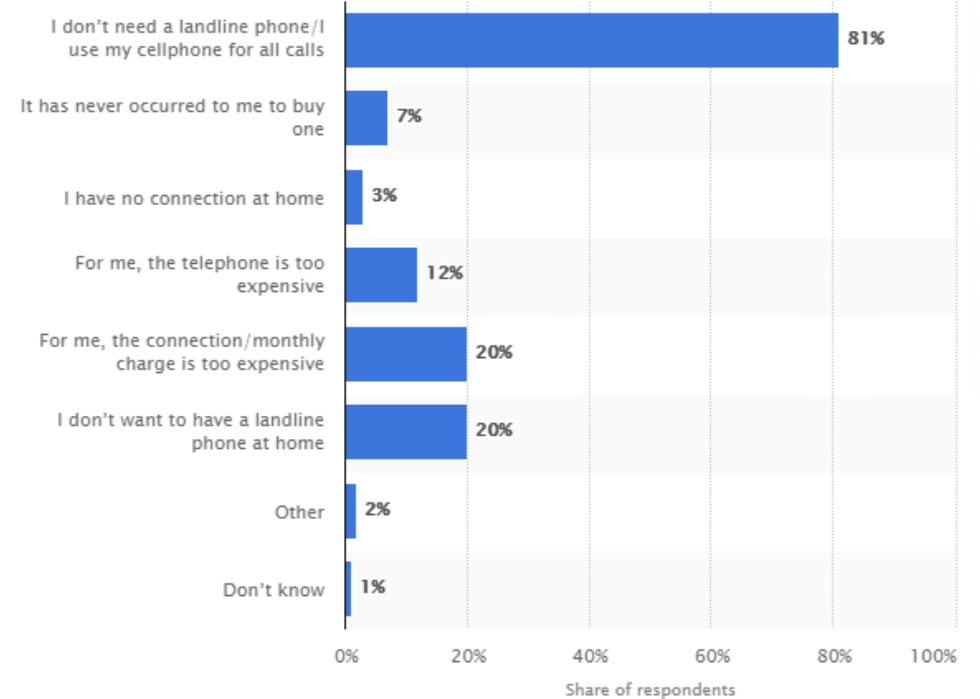
VOIP IS UP, POTS ARE DOWN

VOIP Services Market Value, 2015-2021 (\$Million)

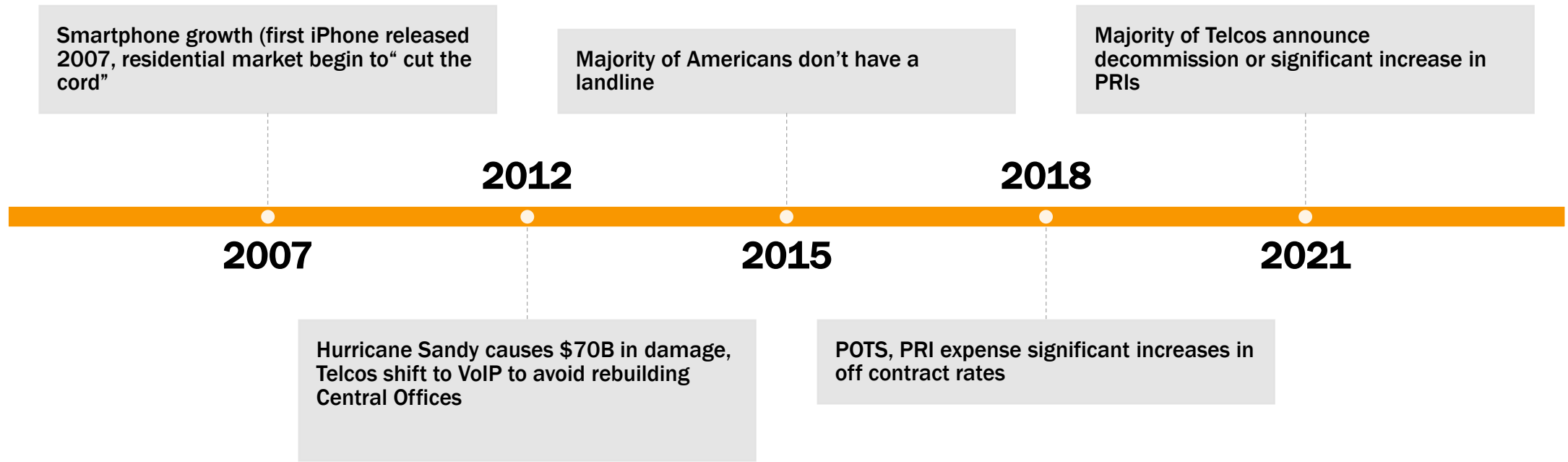


Source : IndustryARCAnalysis, Expert Insights

Why don't you have a landline phone?



HOW WE GOT HERE



WHAT'S NEXT

- SIP, Hosted VoIP replaces PRI
- Cellular replaces POTS



QUESTIONS TO CONSIDER

PRI

- Will there be any hardware upgrades you need to purchase?
- Will this plug into the current phone system without any changes?
- Will a Session Border Controller (SBC) be needed (firewall for voice calls over IP)?
- Will you need more static IP addresses?
- How much bandwidth does each talk path require?
- Will you need to move fax machines off the phone system?
- Is this compliant with E911, Kari's Law and RAY BAUM Act?
- What if I have Hosted VoIP or phone service is in the Cloud?

POTS

- Is there a cellular alternative without changing equipment?
- Where will the power come from for the phone line?
- If it has a battery how much does it cost and how long does it last?
- Can you get a clear cellular signal where the equipment is?
- Can you use eFax or still need a physical fax machine?
- Do you need to purchase redundant Internet service?

WHO CAN HELP

CURRENT TELCO

- Knows your current services, contracts
- Knows decommission dates of legacy services
- Commissioned to renew contract

PHONE SYSTEM VENDOR

- Knows your current hardware
- When we have design ideas, we'll show them to you right there.
- Commissioned to maintain or replace equipment or services

INDEPENDENT CONSULTANT

- Knowledgeable of the industry
- Vendor neutral
- Paid out of project or shared savings model

MICHIGAN ABILITA



Paul Anker
Northville, MI



Dan Aylward
Dewitt, MI



**Endorsed by MAC since
2007 to help Members
reduce costs, telecom
headaches**





THANK YOU

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