

## Managed Network Access for SIP Services

## The CLEC Dilemma

**Competitive Local Exchange Carriers** are often regional in customer base and infrastructure but are required to provide customers with access to calling areas throughout the United States. Many of these SIP terminations can be either hard-to-reach or expensive to maintain. The CLEC is forced to develop a relationship with one or more nationwide SIP Carriers for access. This often proves to be a costly and inefficient solution.

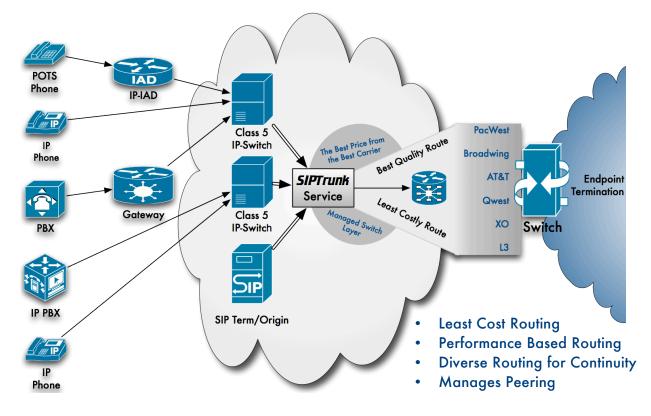
When a CLEC contracts with a single Carrier, the solution is simple and relatively easy to manage. However, there are several disadvantages to this solution:

- The CLEC is now Locked into a single Carrier's Infrastructure
  - Pricing Structure
    - No product differentiation
    - Good rates with the bad
    - Limited Coverage
    - Rates Can Change Frequently
  - Quality of Service
    - No alternatives if the route is bad
    - No alternatives if the Carrier goes down
    - Single Point of Failure

The Multiple Carrier alternative involves additional concerns:

- Who will manage multiple Carriers and all their services?
  - Reciprocal Traffic
  - Contract Negotiation and Rate Change Management
  - Minimum Commitments for Traffic
- Do I need a dedicated switch for the Traffic?
  - Increased CAPEX
  - Increased OPEX
  - Increased headcount
- How do we stay focused on the core business?

Network Intelligence is an Enhanced Solutions Provider founded in 1985 and headquartered in Monterey, California. Please contact <u>Network Intelligence</u> at 1-888-373-7700, or email: <u>info@netg2.com</u> The *SIPSuite* of *Services* from *Network Intelligence* provides an economic and operational alternative to operating another switch. Little or no capital investment is required, and significant operational savings are realized by outsourcing the network operations to an experienced and professional staff. Let *Network Intelligence* operate the network so you can focus on your core business and strengths.



## SIPTrunk Services

- Allows CLEC to integrate lucrative in-house termination rates with competitive rates outside its infrastructure
- Manages & switches your existing SIP Carrier services or you can benefit from the addition of Carriers not currently under contract
- Manages Bilateral contracts with multiple Carriers
- Manages all operational aspects of providing SIP Carrier Services
- Utilizes "The Best Rate from the Best Carrier"
  - Least Cost Routing
  - Performance Monitoring & Routing
- Incorporates Multiple Layers of Disaster Recovery
  - Alternative Routes
  - Alternative Carriers
  - No single Point of Failure

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