

# The G2 Solution

G2 Solutions Dealer Support Corner  
Tel: (510) 985-9600 Fax; (510) 985-0363  
tgoren@g2sol.net

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## INDUSTRY UPDATE . . .

**Six Reasons To Avoid VoIP** [Networking Pipeline](#) Nov 05  
VoIP gets all the headlines, but it isn't necessarily the right choice for all companies. "VoIP is still a new technology. Right now most installations combine VoIP and traditional phone service. And there may never be a point where you want to drop all of your traditional phone service", says Jeff Kagan, an independent telco analyst.

Companies in the following situations should still choose traditional phone service as a stand-alone or in combination with VoIP:

- **Voice quality and reliability are mission-critical**  
Some businesses can't afford to drop calls regarding critical services. A company has to decide at what point good quality and reliability takes precedence over lower costs.
- **Power or high-speed Internet connections are unreliable**  
If power outages or loss of your high-speed interconnections are frequent, then traditional phones will be more reliable. Traditional phone systems still use lines that are separate from the electric power lines. Backup power generators can help, but they have limited utility and add to the cost of the overall VoIP system.
- **The company needs features that VoIP can't provide**  
The most notable absence is E-911 which is offered in only a few markets. In addition, many VoIP systems do not offer all of the features of traditional phone service.
- **High-speed Internet isn't available**  
VoIP doesn't work over dial-up. The availability of broadband is still mostly confined to the larger markets. Cable companies are offering VoIP, but mostly to residential customers located in the larger markets only.
- **High-speed Internet usage is near capacity**  
Streaming video and other forms of bandwidth-cannibalizing activities will affect the quality and reliability of VoIP. Upgrading transmission speeds, if available, might solve the problem, but at an added expense.
- **Capital costs**  
Initial vs. long-term costs are a consideration. Savings will only be realized over several months in the form of no per-minute phone-line charges or fees for additional services. Unanticipated costs like battery backup or upgrading of transmission speeds will reduce any expected saving. IP-based systems (PBX) tend to cost more than traditional phone systems. A company might be better served to pay monthly telephone bills than to invest in a VoIP system.

## IMPORTANT INFORMATION

**General Office**  
1475 Powell Street, Suite 202  
Emeryville, CA 94608  
(510) 895-9600 – Office  
(510) 985-0363 – Fax

**Pricing Request**  
Mannie – [MGalon@g2sol.net](mailto:MGalon@g2sol.net)  
(925) 708-8080 – Cell

**Customer Service**  
(800) 240-1800 – Support  
(800) 598-1900 – Support fax  
[Support@g2sol.net](mailto:Support@g2sol.net)  
Sally – [SRogers@g2sol.net](mailto:SRogers@g2sol.net)  
Craig – [CKaufman@g2sol.net](mailto:CKaufman@g2sol.net)

**Commissions**  
Tom – [TGoren@g2sol.net](mailto:TGoren@g2sol.net)  
(510) 985-9699 - Direct

## G2 Corner...

### Conference Calling

G2 is please to announce a new Conference Service at very attractive pricing.

- ✓ Do it yourself dial in - \$0.06 per minute/connection
- ✓ Do it yourself Toll Free - \$0.10
- ✓ Unlimited flat rate -\$150.00/mth up to 10 connections

### Benefits from SBC Resale

Reselling SBC services bring with it numerous benefits to the customer and the dealer.

#### For the customer –

- Easy to read bill, services itemized by type and charge
- Services converted "AS IS" keeps ALL lines and features
- Lines secure against slamming
- Exceptional support 24x7; easy to place orders

#### For the Dealer –

- Earn commissions on existing and new services
- Save time by placing order quickly and simply
- Become a true single-point-of-contact for your customer thru G2
- Complete support from analysis to customer service

**Please Note – SBC DSL service can't be converted.**

## G2 Complete VoIP Solution

*Stay tuned for G2 VoIP product introduction next month.*

## LET'S TALK!

G2 Solutions works hard behind the scene to add and integrate additional services and providers aiming at becoming a true *Single Source for Telecommunications!*

To that end, we have developed two parallel tracks of services:

- A complete suite of services for which G2 Solutions provides the implementation, billing, and support. These services include:
  - Local – Business Lines, Centrex, PRI, Local T1 (SuperTrunk) and Integrated Voice & Data circuits.
  - Long Distance – Switched and Dedicated
  - Private Lines – P2P, FR, etc.
  - Data – Dedicated Internet Access (DIA)
- Since not all providers offers a wholesale program, G2 has established an agency relationships with ALL major and regional service providers where services can be placed to supplement and extend G2's coverage. These services include:
  - Local – lines, PRI, T1 (SuperTrunk) and Integrated Voice & Data circuits.
  - Private Lines – P2P, FR, etc.
  - Data – ADSL, SDSL, DIA.