The G2 Solution

INDUSTRY UPDATE . . .

In a continued effort to keep you and your company updated about the latest events in telecommunications:

Biz VoIP Gains Momentum

Driven by the pressures to reduce capital expenditures and increase communication features and functionality, businesses are rapidly embracing the adoption of Voice over Internet Protocol phone services to unify corporate communications.

VoIP promises enhanced mobility and productivity -- and significant cost savings -- and has attracted so much interest in the market that industry research firm IDC now predicts the hosted IP-voice-services market will reach $7.6 billion by 2008. Now that these services have evolved to a point were they are truly viable for all businesses, what market issues remain and what applications are driving VoIP adoption?

Serving the business market is far more complex than the general consumer and residential markets. In addition to higher quality requirements than those of consumers, business customers often have multi-layered infrastructures with multiple office locations, highly mobile employees, varying service levels for different management functions and differing opinions on how to manage telecommunications equipment and services.

For that reason, VoIP providers have been implementing additional functionality into their "Hosted PBX" solution such as:

- Conference Calling
- Unified Messaging
- Find Me/Follow Me
- Virtual Receptionist

IMPORTANT INFORMATION

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LET'S TALK!

G2 Solutions has been hard at work behind the scene to add additional providers and integrate further services aimed at truly becoming a *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 –lines, PRI; 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 relationship where services can be placed utilizing ALL major and regional service providers 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

MOVING CHECKLIST
(from Network Service Provider point of view)

If your customer is moving to a building that hasn't had telephone service before, use this checklist to avoid hiccups:
For general contractor or building manager:
- Request low voltage wiring
- Request power circuit within 6' of equipment
- Are occupancy certificate and lease signed?
- Is insurance required to work in the building?
- Is there a Telco room?
- Building access – contact person, hours, tel #
- Who is the LEC contact for cabling?
- Has the address been validated with the city?

For your local telephone company:
- What's the estimated "in service" date for the terminal?
- Who is the LEC engineer?
- Who is the electrical engineer/subcontract contact?

For equipment vendor:
- When will the CPE be ready?
- Where will the CPE go?
- Are cable pairs available for DMARC extension?
- When will the MDF be installed?
- Is there 2'x2' of MDF space for CLEC equipment?