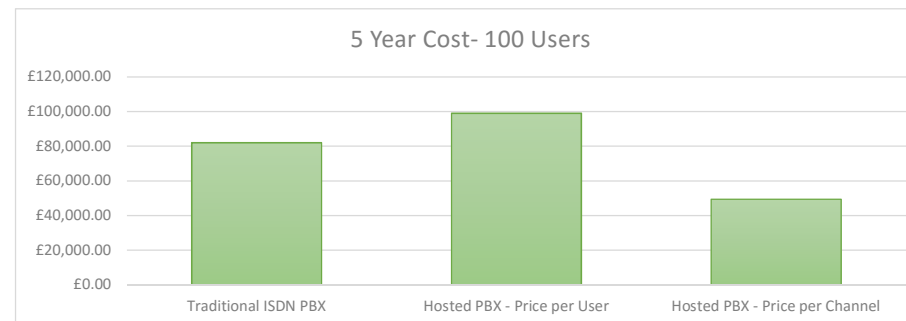
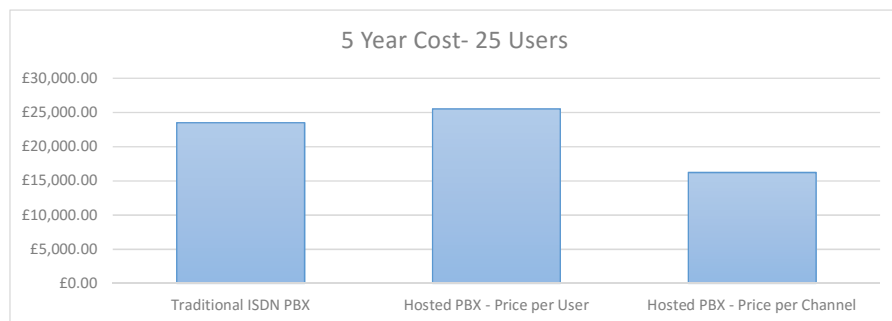


## Cost Comparison between PBX Pricing Models for Small and Medium Businesses



Traditional ISDN PBX							
# Users	# Channels	System Cost	Monthly ISDN & Maintenance	Monthly Call Charges	Cost over 5 years	Value for Money	Value Statement
25	8	£2,500	£150.00	£200.00	£23,500.00	**	High up front costs and significant ongoing charges.
100	30	£10,000.00	£600.00	£600.00	£82,000.00	***	Mangeable costs, some economy of scale.

Hosted PBX - Price per User							
# Users	# Channels	Monthly Price per User	Total Monthly Rental	Monthly Call Charges*	Cost over 5 years	Value for Money	Value Statement
25	N/A	£15.00	£375.00	£50.00	£25,515.00	**	Only marginally better than traditional ISDN model.
100	N/A	£15.00	£1,500.00	£150.00	£99,015.00	**	High cost. No economy of scale.

Hosted PBX - Price per Channel							
# Users	# Channels	Monthly Price per Channel	Total Monthly Rental	Monthly Call Charges*	Cost over 5 years	Value for Money	Value Statement
25	8	£27.50	£220.00	£50.00	£16,227.50	*****	Very good. Early economy of scale with room to expand.
100	32	£21.00	£672.00	£150.00	£49,341.00	*****	Excellent. Strong economies of scale and expandable.

\* Based on typical reduction on call charges of ~66% using call package including UK landline and mobile calls

Note: These are typical price illustrations demonstrating the different cost models and may vary depending on specific customer circumstances