



# What is an Open Source IP- PBX?

Sept 10, 2007  
Revision 1

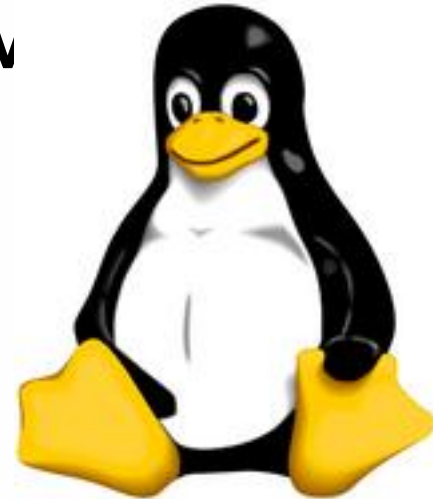
# Introduction

- Lingering Problems?
- Free IP-PBX
- Phenomenal Impact
- Open Source IP-PBX Education



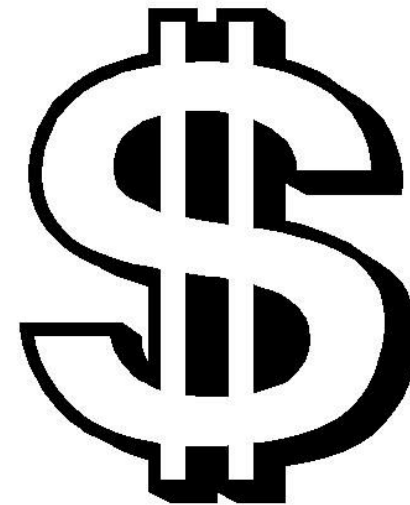
# Presentation Overview

- **Lower Capital Costs**
- **Greater Flexibility**
- **Customer Driver Product Dev**
- **More Safety**



# Lower Capital Costs

- **Get Things Done**
- **Spend Where It Counts!**
- **Downward Pricing Press**



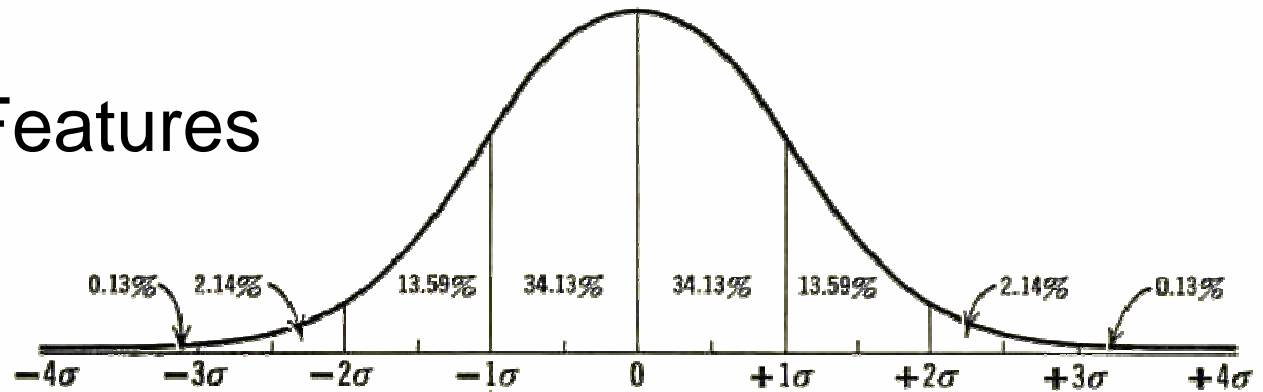
# Greater Flexibility

- **Use It Like A Tool-Kit**
- **Infinite Customization**
- **Resellers Create Vertical Solutions**



# Customer Driven Product Development

- Entire Spectrum of Involvement Possibilities
- Democratic Process  $\leftrightarrow$  Totalitarian Process
- Customer & Vendor Priorities Are Not Aligned
- 'Long-Tail' Features



# More Safety

- **Decouple Vendor & Customer Fates**
- **Make Your Own Choices**
- **Stop Waiting**
- **Pure Capitalism**



# Recapitulation

- **Open Source Saves You Time & Money**
- **Open Source Helps Build Your Solution**
- **Open Source Puts You In Control**
- **Open Source Protects You From  
Uncertainty**







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