

FREMANTLEMEDIA
NORTH AMERICA





Our Top Brands World-wide

Entertainment



Drama



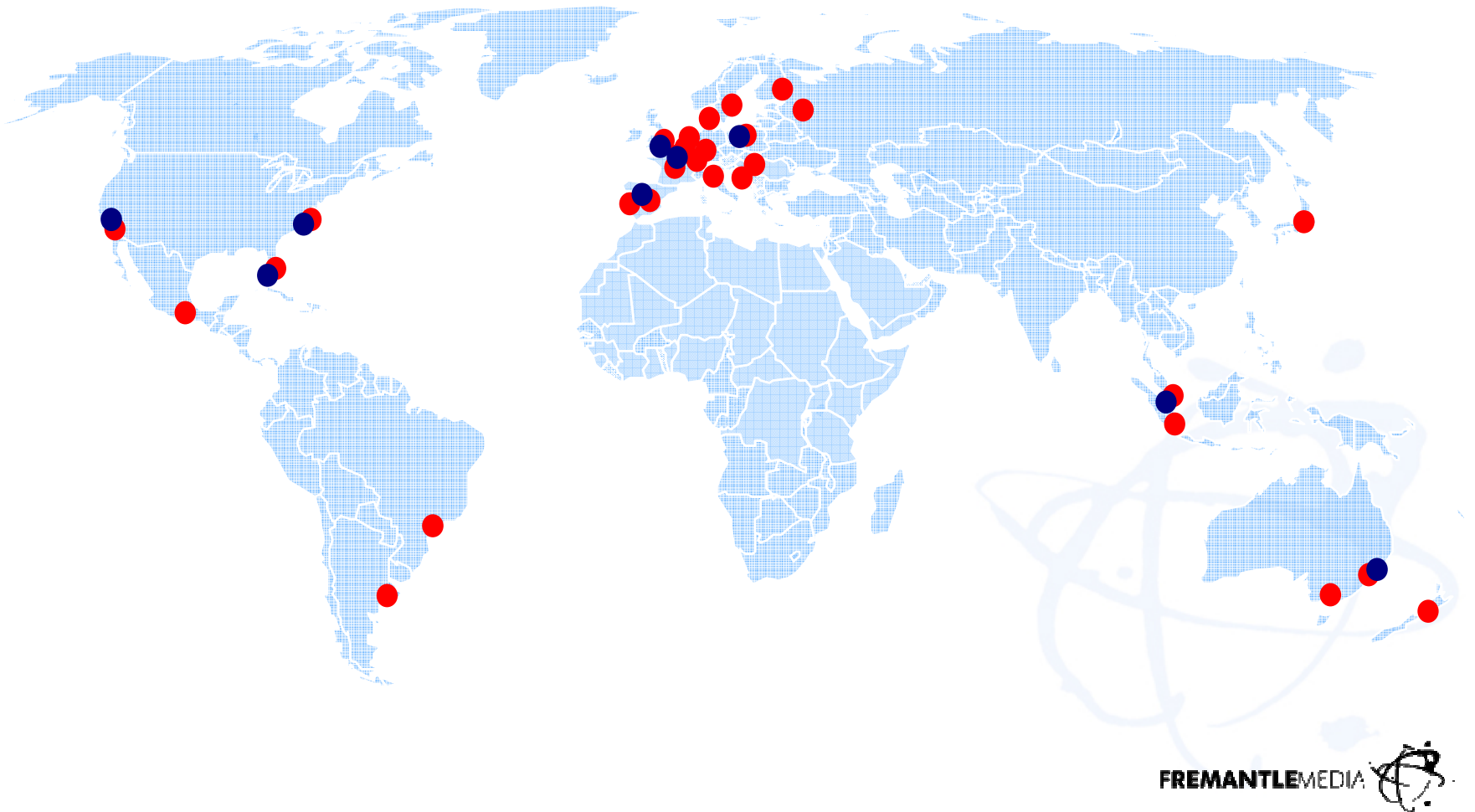
A Unique Global Footprint

FremantleMedia Production: 22+ territories

FremantleMedia Enterprises: 9 centres

● Production

● Enterprises



FremantleMedia North America

BERTELSMANN

media worldwide




- **An RTL Company under Bertelsmann**
- **North America**
 - 200 in Los Angeles
 - 20 in New York
 - Off-site Satellite Productions



The Solution

- **The Premises Solution**
 - Cisco Call Manager Express
- **Communications Connections**
 - CBeyond Provides both Voice and Data Service
- **Requirements for the New System**
 - Flexibility
 - Cost Efficiency
 - Manageability
- **Solutions**
 - Lower Long Distance Costs
 - Reduce Support and Maintenance Needs
 - Consolidated Billing
 - Increase Productivity



 **CBEYOND®**

FREMANTLE MEDIA



The Buying Process

- **FremantleMedia move to Burbank**

- Consolidating corporate and productions
- Chance to upgrade

- **Solution proposed by L3 Networks / Cbeyond**

- FremantleMedia originally contacted L3 Networks
- Pre-existing relationship with L3 Networks
- Originally pitched Covad hosted solution
- L3 Networks introduced Cbeyond to match our requirements



- **The Cbeyond Pitch**

- Cost Savings
- Potential of SIP
- Single Bill
- Increased Features – voice to e-mail, dynamic bandwidth, admin interface, softphone



Comparing Solutions

- **Solutions Evaluated**

- Hosted Solutions

- Covad
- CallTower

- CPE VoIP Solutions

- Avaya
- XO
- 3Com

- **Cbeyond**

- Focus and dedication to the SIPconnect product

Why we chose Cbeyond



- Partners with Cisco
- SIP Solution
- Bundled Services
- Footprint for Calling Area
- Reduced Phone Support
- Ease of Implementation



The Return on Investment

- 10 Month ROI
- Approximately \$1000 in re-occurring monthly fees
- Long distance reduced by bundled minutes
- Increased Productivity
 - Rapid deployment
 - Increased employee productivity



The Expected Results

- **Reduced Monthly Fees**
 - Most local calls fall with the CBeyond local calling area footprint
 - Local area includes what would have been IntraLATA
- **Ease of management**
 - Command-line or Browser Interface
 - Adds and Changes
 - Moves
 - Voicemail Reset
 - Remote Support
- **Features – Converged network configuration, soft phones, remote management**
- **Reduce Support Needs – Important in a fast paced production environment**

The Unexpected Results

- Smooth CME installation and implementation
- External Conference Calls Tethered
- Internal Conference Bridging
- Flawless Voice Quality



Recent Updates

- Adding new CME
 - Existing CME is at capacity
- Ties into the existing Cbeyond service
- Connections:
 - Using Dial Peers between existing and new CME
 - Physical connection: Fiber trunks



And finally....

Q & A



FREMANTLEMEDIA

