Hosted UC – Supporting the Remote Worker

Malachi Threadgill

Sr Director – Digital Marketing

THANK YOU inGate!

HI AGAIN, MY NAME IS MALACHI THREADGILL

About me

Malachi Threadgill
SR. Director Digital Marketing
ANPI – Leading Hosted UC Provider
Reside in Dallas
10+ Years Digital Experience
8+ Years SaaS Experience
6+ Years Telecom Experience
I met the WOZ

Quick Question

ARE WE ALL COMFORTABLE WITH HOSTED UC?

SOME INTERESTING STATISTICS

The Case for Hosted UC

- 1/3 of American adults own a tablet
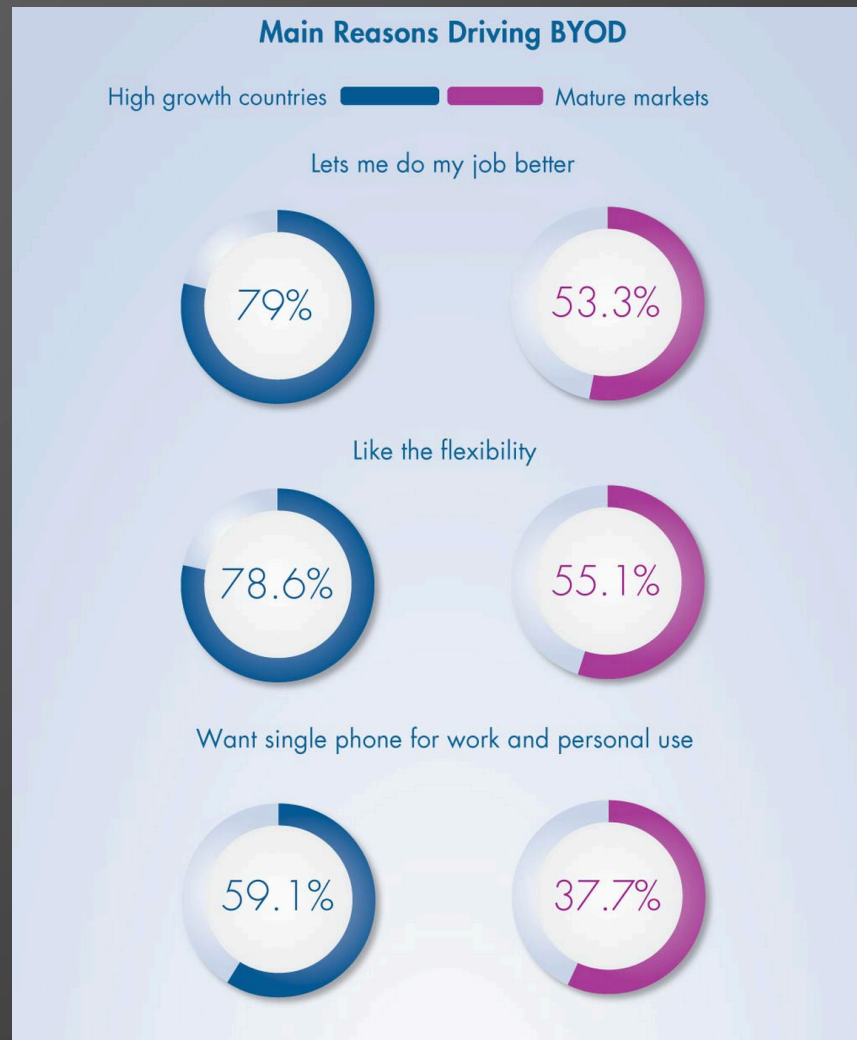- More than Half own a smartphone

FACT

The Case for Hosted UC

- 40% of the US workforce will be mobile by 2016. (gartner)
- Two-thirds will Bring Their Own Device (gartner)
- 82% of companies allow some form of BYOD in the workplace

FACT

BYOD Drivers

Main Reasons Driving BYOD

High growth countries ▬▬▬ ▬▬▬ Mature markets

Lets me do my job better

79%   53.3%

Like the flexibility

78.6%   55.1%

Want single phone for work and personal use

59.1%   37.7%

http://bit.ly/1AaJUom

9

The Case for Hosted UC

"The ubiquity of smartphones and the increasing popularity of tablets are changing both the way consumers embrace devices and business device strategies." - Gartner

FACT

THESE DEVICES IMPROVE WORKERS' PRODUCTIVITY!

The Case for Hosted UC

Intel study shows that workers reclaimed 57 minutes a day by utilizing their own devices to accomplish business tasks.

FACT

Employees save roughly

1 hour a day

5 hours a week

260 hours a year

PER SINGLE EMPLOYEE
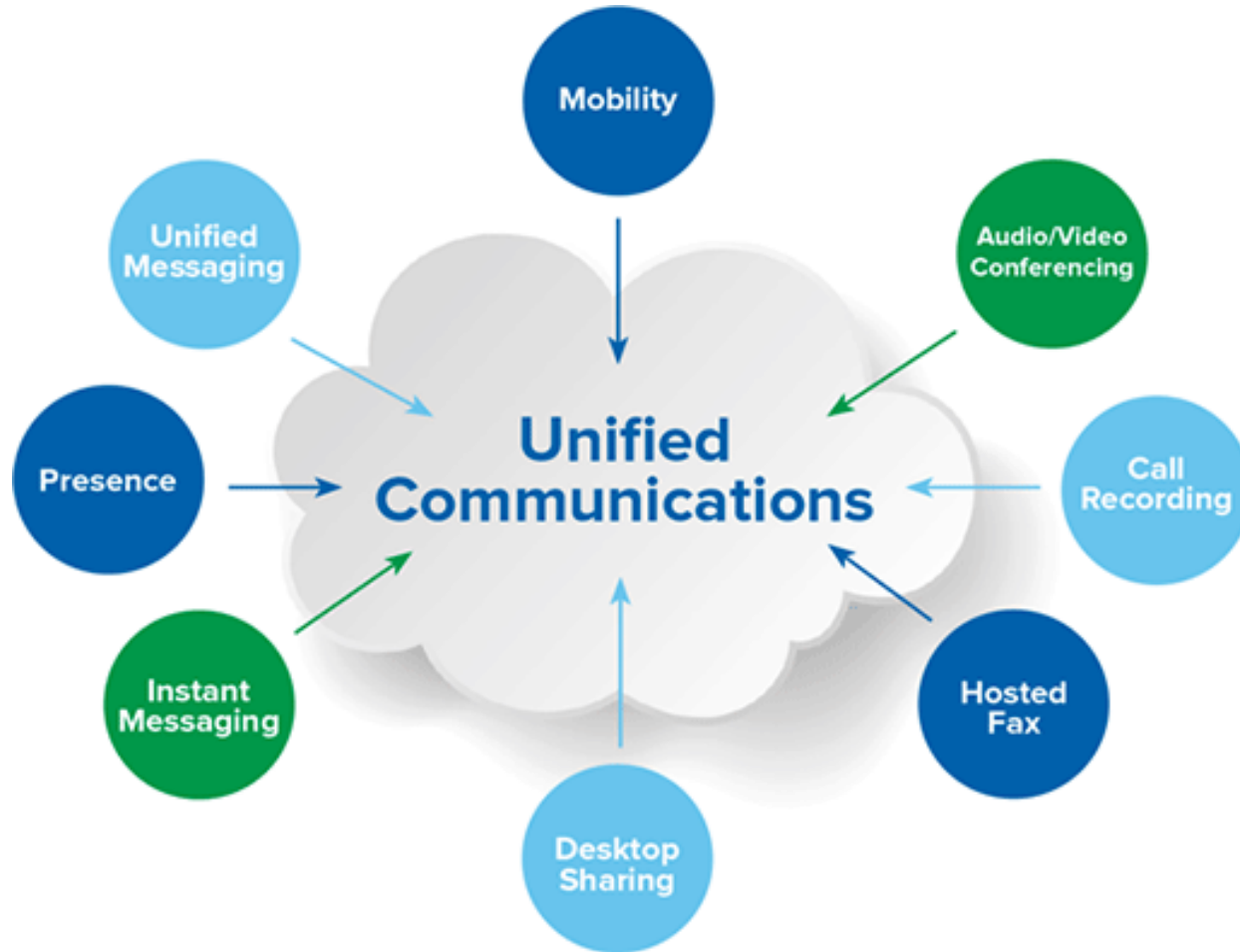
FACT

DO YOU HAVE AN OUT OF OFFICE ALERT TURNED ON?

UNIFIED COMMUNICATIONS INTEGRATION

ALL COMPUTERS ARE MOBILE.
SOME JUST MOVER SLOWER.

HOSTED UNIFIED COMMUNICATIONS

HOSTED UNIFIED COMMUNICATIONS

Integrated Communications
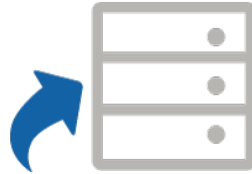
Hosted PBX

Voice, data and Internet

Voicemail, email and messaging

Video and desktop sharing

Audio, web and video conferencing

Hosted Fax and Fax line support

Call recording

Business Convergence

Networks and systems

Software and applications

Processes

Collaboration

Team spaces, share files and desktops

Web Conferencing

Real-Time

IM / Presence + Video

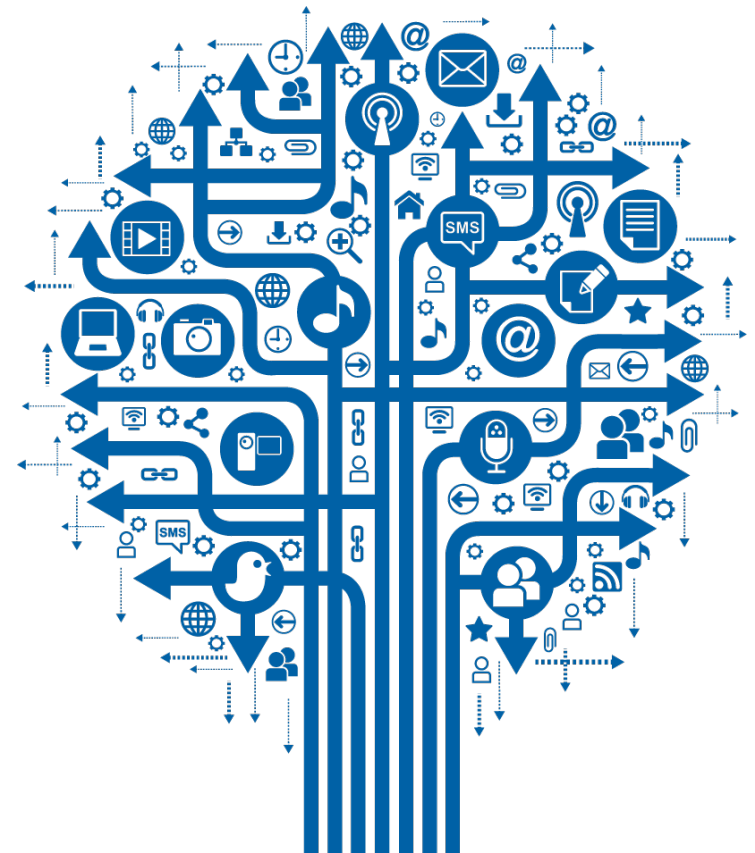## Centralized Control and Management

Hosted UC Delivers

Communication from Inside Applications

Rich presence throughout business office applications

Ability to find right person and use right mode at the right time
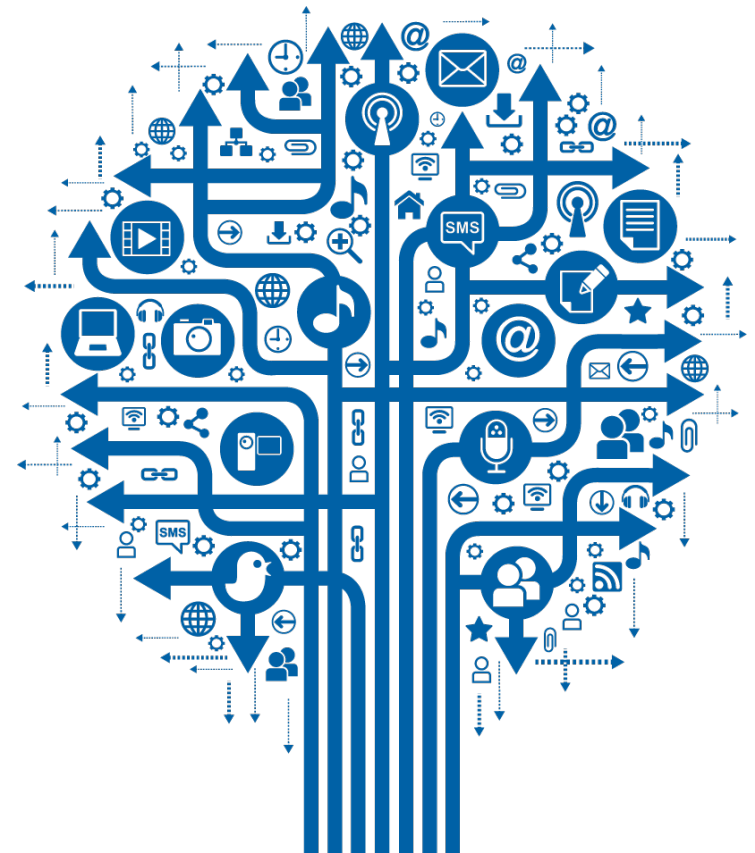
Shared content and context

Hosted UC Delivers

Integrated Communications Tools

Integrated email, presence, IM, voice, video

Seamless transitions between modes

Wide range of devices
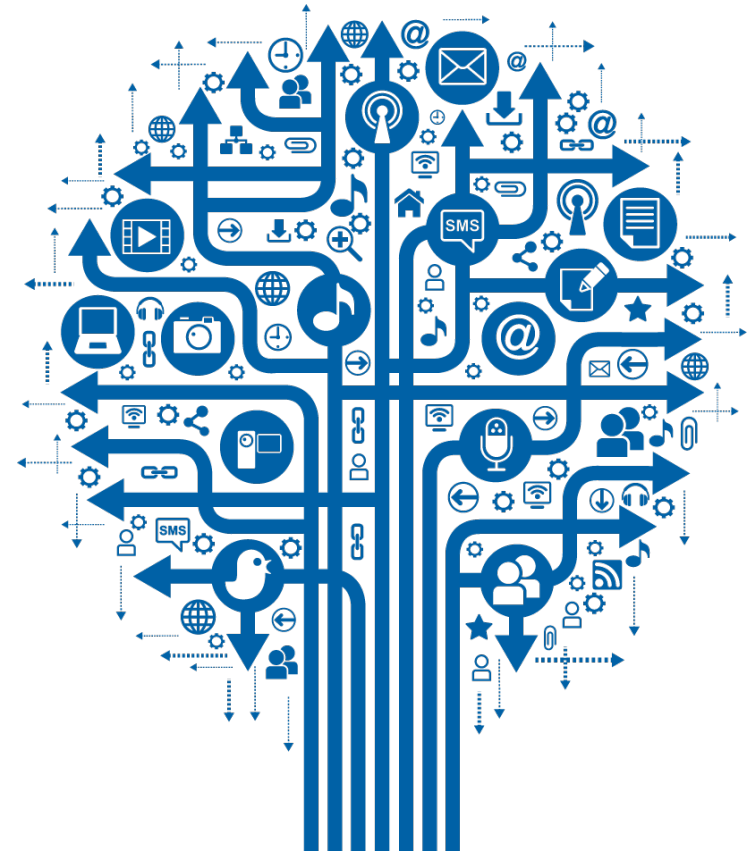
Hosted UC Delivers

ANYTIME

ANYWHERE

ANY DEVICE

ALL OF THIS ON YOUR SMART PHONE

Voicemail

Email

Fax

IM / Presence

Collaboration

THE OFFICE IS JUST ANOTHER PLACE WITH A SEAT

BUSINESS CONTINUITY
DISASTER RECOVERY

DOWNTIME COSTS
ARE STAGGERING

SMB Business with less than 100 employees

- Average setback $6,900 cost per hour
- Company setback is greater than $25,000 / year

spiceworks statistic

DOWNTIME COSTS
ARE STAGGERING

SMB Business with less than 100 employees
- Average setback $6,900 cost per hour
- Company setback is greater than $25,000 / year

Medium Business 100 – 999 employees
- Average setback $74,000 cost per hour
- Company setback is greater than $888,000 / year

spiceworks statistic

WITH SO MUCH AT STAKE WHY NOT TAKE PRECAUTIONS?

Quick Question

DO YOU SEND OUT BAD WEATHER NOTICES?

Points of Failure

- Human Error
- Storms
- Flooding
- Technology Failure
- Earthquake
- Other Disaster

"The Good Old Days"

You were screwed…
- Communication Fails. You Fail
- Can't Contact Customers
- Wait and Pray
- Downtime is Money
    - Customers look for alternatives
    - Elements of doubt

40% of small businesses close their doors within 18 months of a major interruption of service (disaster)

These Are The Good Days!!

You have a plan!
- Alternatives to closure
- Remain Connected
- Any device works
- BUSINESS AS USUAL

THE ASSETS ARE THERE.
USE THEM!

In Reality…

Your employees will their personal devices *no matter what*.

Empower BYOD while still maintaining control with Unified Communications

FACT

Quick Question

WOULDN'T YOU RATHER YOUR CUSTOMERS CALL A COMPANY NUMBER?

The fact is

"Demand for Unified Communications is increasing as businesses seek tools to boost employee productivity and flexibility" – Diana Meyers (Infonetic Research)
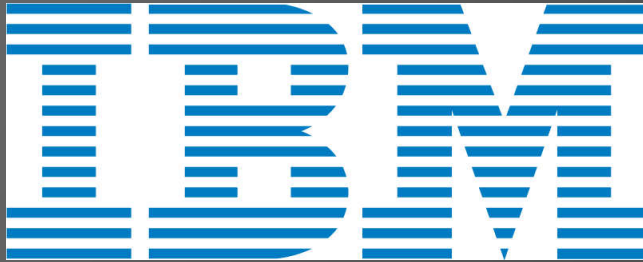
FACT

Additional Benefits For Allowing Remote Workers

- Keep your Great Employees and attract new ones
    - Don't lose an employee to situations requiring relocation due to spouse, health, etc.
    - Don't pass on the perfect candidate because of relocation restrictions
    - Your employee pool now has no geographic boundaries

A FEW COMPANIES THAT ALLOW REMOTE WORKING

AT&T Remote Workers

- 267,000 Employees

FACT

AT&T Remote Workers

- 267,000 Employees
- 12,000 Work From Home

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- That's only 5%?

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AT&T Remote Workers

- 267,000 Employees

- 12,000 Work From Home

- That's only 5%?

- 130,000 are enabled for remote working!

FACT

PROVE TO YOUR EMPLOYEES THAT YOU TRUST THEM

YOUR EMPLOYEES ARE YOUR BEST ASSETS

Your employees are your best assets

- 86% of employees want the ability to work from home (smartfile)

- Employees are 25% more productive when working from home (smartfile)

FACT

ANY HOSTED UC QUESTIONS?

A LITTLE ABOUT ANPI

Company Snapshot

Mission Statement

Become the nation's leading provider of cloud-based unified communications and application solutions to small and medium sized businesses as well as small to mid-size communications providers

Established 1996, 18+ years experience as service provider to telephone companies, wireless service providers and carriers nationwide

$100+ million revenue

Serve roughly 800 carriers and independent RLECs

Transport billions of minutes on a private nationwide IP network

Company Snapshot

Solutions

Hosted Unified Communications with:

- Instant Messaging

- Voice to email

- Hosted Fax

- Audio, Web and Video Collaboration
- Mobility with Fixed Mobile Convergence

Full suite of transport solutions

3 Verticals – Small Direct, Partner Program, Private Label through our Carriers

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wireless service providers
and
carriers nationwide

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Serve roughly
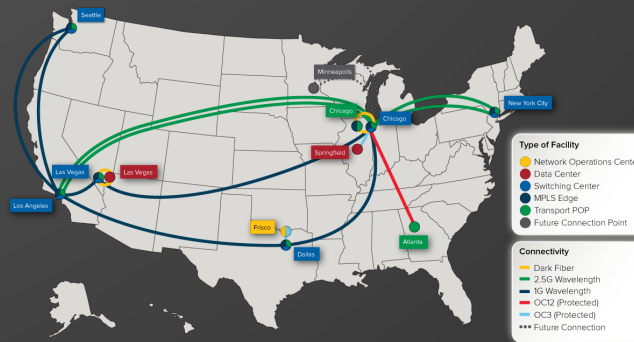800 carriers and
independent RLECs

Transport billions of
minutes on a private
nationwide IP network

Company Snapshot

Resources

Operations in Springfield, Illinois, Frisco, Texas, Santa Clara, California, and Chennai, India

Nationwide network with major switching centers in New York, Atlanta, Chicago, Dallas, Las Vegas, and Los Angeles

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Type of Facility
- Network Operations Center
- Data Center
- Switching Center
- MPLS Edge
- Transport POP
- Future Connection Point

Connectivity
- Dark Fiber
- 2.5G Wavelength
- 1G Wavelength
- OC12 (Protected)
- OC3 (Protected)
- ••• Future Connection

Company Snapshot

Premier Partner Program

- Contact Management
- Instant Quotes
- Document Automation
- Sales Tracking
- Generous Commission
- Much More

THE 2X GAMES

Earn 2X SPIFFs when you sell ANPI VIP Hosted Unified Communications!

Learn More   ANPI PREMIER PARTNER

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ANPI.com/WhitePapers

HOSTED UC WHITEPAPERS

ANPI.com/Videos

HOSTED UC VIDEOS

QUESTIONS?

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