FREE REPORT:

"The Ultimate Guide To Choosing The RIGHT VoIP Phone System For Your Small Business, Call Center Or Multi-Location Office"

Not All VoIP Systems Are Created Equal!
Read This Guide To Discover How To Avoid Making A Frustrating, Expensive Mistake When Choosing A VoIP Phone System

Read This Report To Discover:

- What VoIP is, how it works and why the phone company may force you to switch to a VoIP phone within the next 3 to 4 years.
- 4 different ways to implement VoIP and why you should never use 2 of them for a <u>business</u> phone system.
- Hidden costs with certain VoIP systems that can negate any cost savings you might gain on your phone bill.
- 6 revealing questions to ask any VoIP salesperson to cut through the hype, half-truths and "little white lies" they'll tell you to make the sale.
- The ONLY way to know for sure if VoIP will work in your environment and in your business.

Provided By: Angel R. Rojas, Jr.
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A Letter From The Author:

Why We Created This Report And Who Should Read It

From The Desk of: Angel R. Rojas, Jr.
President, DataCorps Technology Solutions, Inc.

Dear Fellow CEO,

If you're looking to purchase a new phone system, you're about to make a very important decision that, if mishandled, may not only cause you to waste a lot of time and money, but also can frustrate your clients, new potential clients and employees with dropped calls, poor sound quality and a host of other communication problems.

If you've just started shopping around, I'm sure you were met with conflicting advice, confusing "geek speak" and no real answers to your questions and concerns about sound quality, cost savings and whether or not VoIP will work with your current network and Internet connection.

That's why we wrote this report. We wanted to offer you a simple, straightforward guide that not only answers your questions in plain English, but also provides vital experience-based information on choosing a VoIP system that most phone system sales guys don't know (or may not tell you). After all, selecting something as critical as your company's phone system is a decision you do not want to make lightly.

My name is Angel R. Rojas, Jr. My organization has been pioneering Voice over IP solutions since 2004.

If you don't find the answer to a question you have in this report, we are always available to answer a quick question or to provide a second opinion. Please contact my office directly if we can clarify any points made in this report or answer any questions you have.

Dedicated to serving you,

Angel R. Rojas, Jr., President
DataCorps Technology Solutions, Inc.
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About The Author

I am a passionate technology enthusiast obsessed with eliminating the hassle, waste, and headaches of all things digital for businesses in the greater Tampa Bay Area. DataCorps is dedicated to piloting the support and maintenance of business computer networks. While working at Wachovia, I saw the great tools that enterprise had available and I knew I could do the same for small businesses at a price they could afford. Bringing over twenty years of IT experience and over eleven years of business experience to the table, I offer a wealth of wisdom that puts your business first and IT in its rightful supporting role.

SEASONED VOIP EXPERT

DataCorps has been providing VoIP services since 2004. Mr. Rojas has been an innovator in the VoIP industry, being the first to successfully provide Hosted VoIP services using the Vertical TeleVantage product, a traditionally on-premise phone system that was not designed for multi-tenant hosted applications. Armed with the knowledge of TeleVantage's rich feature set, Mr. Rojas has sought after scalable solutions to provide the very best to clients and now, twelve years later, he continues to provide VoIP solutions to business clients throughout the Tampa Bay area.

WHO IS OUR IDEAL CLIENT?

We do our best work with CEOs of companies that are fast paced, highly successful, and in growth mode with 10 to 50 employees who simply want someone to make all their IT problems go away.

100% OUTSOURCED IT SUPPORT FOR SMALL BUSINESSES

My company is a complete outsourced IT Department for small businesses with 10-50 computers. We serve small businesses in the greater Tampa Bay Area – healthcare, manufacturing, CPA firms, attorneys, financial advisors, dentists, and many others. Our team is FANATICAL about customer service and takes pride in being the guardian of our clients' networks to protect them from viruses, hackers, cyber criminals, disgruntled employees, natural disasters, or downtime.

Good News <u>And</u> Bad News: You Have A Lot Of Options!

Thanks to voice over Internet protocol (VoIP) and ever-improving cloud technologies, the options available to you as a small (or big!) business are plentiful, with more features at a lower cost than were available the last time you went shopping for a phone system.

However, with all the options and dozens of vendors, separating the good from the bad and navigating the marketing hype can be difficult. Not only are some VoIP systems a complete waste of money for a business environment, but fees can be "hidden," so what appears to be a big cost-saving decision (initially) can end up costing you more in the long run once you've calculated in ALL costs over a 1- to 3-year period.

Additionally, if not designed, implemented and supported properly, VoIP phone systems can be extremely problematic and can be MORE expensive than a traditional phone system, depending on your specific situation.

> **Buyer Beware!** Saving money on your <u>phone bill</u> should NOT be your only criteria when considering a VoIP phone system for 2 important reasons. First, dropped calls and poor sound quality will frustrate you and cause prospects to hang up and call your competition – so you might save some money on your phone bill, but you LOSE customers and sales. Definitely NOT a good trade-off. Second, make sure you look at the TOTAL COST OF OWNERSHIP (TCO), not just the savings on your phone bill, which is what almost every VoIP salesperson focuses on. While it's not the norm, there are certain cases where VoIP may actually cost you MORE than a traditional phone system because of the features and costs your VoIP vendor adds on, negating any savings on your phone bill.

What Is VoIP?

In the simplest terms, VoIP (or Voice over Internet protocol) is a way for phone conversations to be transmitted over the Internet instead of using traditional phone lines that have been used for the last several decades (in reality, the basic phone service has been in place since 1876).

Without a doubt, all phone communications will be transmitted this way in the very near future and, like it or not, you will eventually be using a VoIP phone system. Here's why…

Do you remember Hurricane Sandy? One of the hardest-hit areas was Mantoloking, an island off the coast of New Jersey. The storm destroyed the city's copper telephone network that had kept it connected to the rest of the world for over a century.

But instead of replacing it, one of the companies that provides telephone service to the area, Verizon, chose NOT to rebuild the island's copper network and replaced it with their wireless service, Voice Link. This kicked off a number of complaints from residents who wanted their old landline phone back, but it was not a battle they could win. This is only one example of similar situations happening all over America. Phone providers are opting to retire traditional phone lines, or the PSTN (Public Switched Telephone Network), instead of repairing them when they fail. In their place, they are installing fiber optic cables that carry VoIP, offering wireless services or a combination of the two.

In fact, the traditional landline is not expected to last the decade in a country where 40% of households use *only* wireless phones, and less than 10% have ONLY a landline. Fact is, more and more people are opting to use their cell phone as their home phone, and businesses are steadily replacing traditional phone systems for VoIP. Therefore, the phone providers do not want to continue to incur the heavy costs of replacing, repairing and updating the old phone lines since they are getting fewer customers using them every day.

For quite some time, AT&T was petitioning the FCC to retire the PSTN, calling it a "death spiral" because of the exorbitant costs of maintaining it, and citing how fewer people are using it every year. Last year, the FCC approved AT&T's petition to move forward on the transition, and AT&T plans to have the PSTN retired by 2020. So, even if you are determined not to make a switch, you may be <u>forced to change</u> sometime within the next 3 to 4 years.

The 3 Main Options You Have For Your Business Phone And The (Honest) Pros And Cons Of Each

So let's start by outlining the types of phone system options below, who they are most appropriate for and the pros and cons of each.

1. Virtual Phone Service

This is a good option for start-ups or small home-based businesses that don't have a traditional office, with a handful of employees who are out in the field or who work from home. A virtual phone system is like a hosted web site. Instead of buying actual phones and phone lines, you purchase a service that will give you a local or toll-free number to provide clients or to post on your web site, business card and marketing collateral. When someone calls, that call will be routed to a designated cell phone (yours or other employees') or a home phone. Some services will even answer the phone for you, like Call Ruby. This keeps your personal cell phone or home phone number private, and gives you the ability to route calls based on the time of day, call purpose, etc. You can also set up the system to call through a list of numbers until someone answers live. Some of the companies providing this type of service include

Grasshopper, RingCentral and 8x8.

The PROS: As with most phone services, the costs will depend on the number of extensions and minutes used, but you save money by not having to buy phones; calls are routed to your cell phone or home phone. You can also get the same features of many big phone systems, such as multiple extensions, call forwarding, local and toll-free numbers, voice mail, read your voice mail messages, name directories, music on hold, fax on demand and call screening. Also, if you move locations, you don't have to pay to move the physical phone system equipment.

The CONS: The biggest disadvantages are poor call quality, lag time when calls are transferred to you – which is not something you want to overlook, and limited features. If you have potential buyers calling to do business with you, that lag time to answer and poor sound quality will cost you sales when people hang up out of frustration (or thinking nobody is answering) and give new potential prospects a poor image of your organization. The extra paths that a call may have to take in order to be connected to you will add audio delays and potential echo, making it difficult to hold a conversation. Further, some providers will require you to sign a lengthy contract; while some will waive this requirement, you will get better pricing by signing a longer-term contract. Also, the cost savings over time may not be as significant as they are in the short term. The limited feature set may also come to task as you grow and are unable to take advantage of features such as presence, call recording, and call queuing. This option is best suited for a start-up or home-based business.

2. Landline Phones

This is the phone system you most likely have in your office now, or at least have had at one point in your business. Although this is still the most reliable phone system, delivering the highest call clarity, thousands of businesses are replacing their traditional phone systems for the cost savings of VoIP (Voice Over Internet Protocol) phone systems, since the features, call clarity, quality and reliability of VoIP systems has improved dramatically in recent years and will continue to improve.

The PROS: If voice clarity and phone line dependability are paramount to your business, then landline phones are still the best choice. Further, a phone line is not powered in the same way your computers and network are, so if the power goes off or is interrupted, your phone will still work, making this a better option for areas that are prone to outages or companies where working phone lines are critical to their business.

The CONS: The biggest downside is the cost. Landline systems are the most expensive to install and support. Some companies are even DOUBLING the maintenance contract fees on traditional phone systems as parts become harder to find and qualified labor becomes scarce. While the cost of landline services has dropped over the last decade, they often can't beat the cost savings offered by a VoIP system. Second, you may be FORCED to switch to VoIP based on the clear movement toward retiring traditional copper phone lines, as discussed previously in this report; so you want to give serious consideration to whether or not you want to invest in a more traditional phone system at this time.

3. VoIP (Voice over Internet Protocol)

VoIP works by converting audio signals (your conversation) into digital data that travels over broadband Internet via fiber optic lines, DSL or cable INSTEAD of over traditional phone lines. VoIP phones are often plugged into a VoIP adapter and then into your computer, firewall or Internet connection. Without a doubt, VoIP will, at some point, completely eliminate the need for landline phones.

The PROS: One of the biggest benefits to VoIP is cost savings; in fact, our typical client saves between 30% and 50% on their overall phone costs. And if you have multiple offices, make a lot of international calls and have a heavy call center, the savings can be staggering. Some of our clients have seen a $500 to $1500 per month savings just by switching to VoIP – and that money goes directly to the bottom line. VoIP also offers all the same features you can get with a landline PLUS many advanced features you cannot get with a traditional landline phone such as the ability to listen to voice-mail messages and place or receive a call from your laptop, PC or tablet and the ability to do video conferencing.

The CONS: As you may already know or have heard, it's common to experience dropped calls, connectivity issues, crackling, echoes and interruptions (like hearing every other word of a conversation) when on a VoIP line. However, this does NOT have to be the case and largely depends on your VoIP provider, the VoIP option, your Internet provider, and your IT provider. In the next section, we'll talk about the 4 types of VoIP systems available, and how choosing the right VoIP system can deliver the same (or better) high-definition sound quality and dependability as a landline.

Read on to find out about the four VoIP options today and why you should avoid two of them at all cost....

The 4 Types Of VoIP Options Available Today, And Why You Should AVOID 2 Of Them At All Costs!

There are 4 different methods for getting calls routed over the Internet (VoIP) – but only ONE will deliver the voice quality and reliability you want for your business.

Buyer Tip: Be Sure To Select A Business-Grade VoIP System!

While this may seem obvious, when selecting a VoIP system for your company, be sure you select a business-grade system. I'm sure you've heard of Vonage (even Vonage Business) and magicJack. While they are perfectly good VoIP systems for <u>home</u> use, they are consumer-grade and cannot handle the demands or call volume that a business has. Choose those for your <u>business</u> and you WILL be frustrated and plagued with problems.

SIP Trunking (Session Initiation Protocol) Phone Lines

SIP trunking phone lines – which are Internet-delivered telephone lines – are an alternative to the traditional copper phone lines you have used for years. These are sold by almost every Internet provider, such as [Comcast, Brighthouse, Level3, etc] and work with your existing desk phones. The main reason for choosing this option is purely to save money; however, MANY businesses who have chosen this route come to us to replace it due to the wide number of problems this option presents.

For starters, you're still stuck with your old, outdated phone system and you don't gain any of the additional features that a VoIP system can offer, such as find me, follow me, advanced auto attendant features, the ability to take and receive calls from any phone or cell phone, video conferencing, unlimited voice mail and much, much more. You're also stuck with a system that won't scale up if you need to add more employees, locations and phone lines.

But the biggest and most likely problem you'll have with this option is call quality. In fact, it's THIS option that has given VoIP such a bad name. Because your phone calls are now being carried over the same Internet connection you use to get your office computers online and it is likely not being managed to "play nice" with the data traffic, if someone in your company decides to download a big file or play a video, your phone calls will suddenly sound garbled or you'll hear every other word of the conversation.

Additionally, your phone bill cost savings may be negated by your need for additional Internet bandwidth. This is most notable if you're switching from a lower-cost Internet service like DSL to high-speed, business-class Internet.

What Does PBX Stand For And What Is It?

A PBX (private branch exchange) is a business-grade telephone system that switches calls

between the company's employees on local lines while allowing all employees to share a certain number of external phone lines.

Simple Hosted PBX

A "hosted PBX" is a VoIP phone system where the "brain" of the system that controls all the calls, settings and operation of your phone system is located or hosted by your provider in their cloud somewhere offsite – just like a hosted web site. 8x8, RingCentral and MegaPath are all hosted PBX systems. What we mean by "simple" is that there's no or limited interaction with the actual phone system for call handling. Everything is done through the phone. This may be ideal for many folks, but there may be a better way and it might cost the same!

There are several advantages to a simple Hosted PBX system. **The primary one is cost.** Simple Hosted PBX systems are very low cost and can often times be implemented quickly and effortlessly.

The biggest problem with a hosted PBX system is that if your Internet connection goes down – or if your provider goes down – your entire phone system is offline unless they offer alternative routing to cell phones. That means you can't take calls or make calls. You can't even call someone in the next office! You'll also lose access to voice mail, office paging and all other phone features; and if a client calls your office, the lesser systems will simply play a busy signal or an endless ringtone.

The second biggest drawback is high bandwidth requirements. Lots of calls at once – or even just heavy use of the Internet – can cause delays and gaps in your calls (similar to what happens if you have a really weak cell phone signal while on a call).

Then there's the cost. PBX hosting usually comes with a monthly licensing fee and premiums **per phone** for special features, so the TOTAL cost of owning the system can climb quickly. A hosted PBX can be ideal for a home office or small office with only 1 to 15 phones, but is not ideal for an office with 15 or more phones, offices that have a heavier call volume or if it's important that your phone WORKS when a prospect or client calls in, unless those issues are properly mitigated.

Advanced Hosted PBX

As we discussed above regarding Hosted PBX's, this system is located in the cloud. Unlike the Simple Hosted PBX, which offers simple call routing, basic voice mail, and your entry-level phone lines, the Advanced Hosted PBX brings with it a wealth of features. Often times, it is an adapted version of a type of PBX we will discuss next, the On-Premise PBX. It is a real phone system with advanced features such as Automatic Call Routing, Interactive Voice Response, Advanced Call Distribution, Queues, Scheduling, and many times it

includes software for end-users to interact with the system. The software can enhance the experience by extending features such as chat, visual voice mail, drag and drop call transfers, presence information (busy, away, etc.), to name a few.

This system is still cloud based, but offers many ways to mitigate cloud concerns. For example, in an outage, calls can be routed to personal cell phones, creating a seamless experience. An app on a smartphone can be used to make and take calls while out of the office, as well. Bandwidth requirements can be high, but with a proper plan and design in place the issues can be mitigated.

On-Premise IP PBX

This VoIP option usually provides better call quality than the first 2, but still has limitations. Common providers are 3CX, Asterisk, ShoreTel, Epygi and Cisco Call Manager.

As with a hosted PBX, if your Internet goes down, your phones can be affected unless your IT person has designed a proper plan to mitigate this risk.

There are very specific reasons we recommend on-premise IP PBXs and they have to do with unique client needs, such as software integrations, call volume, employee count, individual business requirements, and other considerations that can only be determined after a proper and thorough evaluation.

An on-premise PBX can offer a wealth of features and can be, by far, one of the most robust investments in telephony a business can make, however, a lot of that can be accomplished by choosing to have the PBX hosted by a reputable cloud provider. This can also enable a business to have branch offices without investing in expensive hardware to connect the phones back to a parent system.

Some of the features to look for in an On-Premise PBX include: call logging, call reporting, call forwarding on busy or no answer, call routing by DID, digital receptionist, custom music on hold, call park/pickup/transfer, call queuing, call recording, intercom/paging (not always available on hosted systems), interfacing with various devices such as gates and call indicator strobes, conference rooms, presence, voice mail to e-mail, fax to e-mail, and a ton more!

One of the largest drawbacks with an on-premise PBX is disaster recovery. Preparing for all the possibilities that could affect phones can be daunting. This is one of the major considerations we balance when choosing between an Advanced Hosted Solution and an On-Premise solution.

6 Revealing Questions To Ask Any VoIP Salesperson
To Cut Through The Hype, Half-Truths And "Little" White Lies

1) **Do I have to change the configuration of my firewall?**

If your hosted VoIP provider is suggesting that you change your firewall, ensure they are qualified to do so without compromising your security. Firewall modifications should not include opening inbound ports and should be limited to three areas:

   a. SIP ALG – ensuring this setting is correctly applied or disabled
   b. QoS – applying the proper prioritization of traffic to prevent a download or surother internet traffic from interfering with your calls.
   c. Outbound Ports – if your firewall has been set up to restrict outbound ports, the Hosted VoIP provider will need to open ports to their system only

Ask your provider what their intentions are on the firewall and if it is more than the ones listed above, their system is likely not robust enough for commercial use.

If you already have a proper commercial firewall or router and the hosted VoIP provider is suggesting that you replace it, they may be trying to get around the limitations of their system or trying to make life easy on themselves.

Bottom line, a proper Hosted VoIP service should not have to have holes opened on your firewall to get VoIP working. That's another sign that your provider is doing a work-around to try and compensate for the limitations of the system he's selling you. Don't go for it!

Buyer Beware! Companies that sell phone systems and do not install and support computer networks – which is what your VoIP system is running on – are often NOT qualified to recommend or install a VoIP phone system for your office. One of the biggest reasons for VoIP failure, poor sound quality, slowed Internet speeds, etc., is that the person selling you a VoIP system does not understand how to properly assess your company's firewall, routers, network traffic, Internet connection speeds, as well as a host of other factors, to make sure their phone system will work as advertised in YOUR SPECIFIC ENVIRONMENT. That's because they're phone system sales guys, not network engineers. Of course they'll *tell* you they're qualified to do this – so be sure to ask them if they'll put their money where their mouth is with a money-back guarantee.

2) **How many data centers do you have and are they geographically dispersed?**

If the answer is only one, run away! What happens if their ONE data center goes down? Or, more commonly, what happens when the VoIP equipment *inside* the data center goes

down? Your business is without a phone until they get their systems back online! Insist on a provider that has at least 2 redundant data centers that are states away from each other to lower the risk of a natural disaster wiping out both data centers at once. Ideally, they should have 2 or more spread throughout North America.

3) If my phone is unreachable do you have failover to another phone?

If your Internet goes down, or even a single phone stops working, the system should have the ability to forward the calls to a predetermined destination (like a cell phone or another office location).

4) Will you work closely with our current IT Company?

Be sure to involve your IT Company early on in the process. Since they know your network inside and out, they are most qualified to make recommendations regarding VoIP. Additionally, they may be aware of unique security needs for your business that should be taken into consideration when choosing a VoIP solution.

At the end of the day, when there are problems, the VoIP provider will try to blame the local network and firewall FIRST, which fall under the responsibility of your IT Company so you want to ensure they're involved and are willing to support such an environment.

5) Will our telephone features be the same when we move to VoIP?

Don't assume this! Even basic features like call forwarding might not be included! You would be amazed to find out how many VoIP systems fail to have the most basic features, such as call forwarding. You should insist on a hands-on demonstration in order to see the system for yourself and how it will work. This will avoid unpleasant "surprises" after you've paid for and installed the new system.

6) Are all the features you just showed me included?

Many times, you're shown the Cadillac but lured in with the price of the Chevy. Make sure you're not being nickel and dimed for features. That stinks!

Finally! A Business-Grade VoIP Phone System That Will Deliver The Cost Savings You Want WITH Superior Voice Quality Than A Landline And ZERO Nickel And Diming

The Most Flexible, Yet Easy To Use, Business-Grade VoIP System That Boasts High Call Quality, Reliability And Service With No Surprises

Thanks to our NEW 3CX VoIP system, you can enjoy all the advanced features, flexibility and significant cost savings of VoIP while getting high-definition sound quality, reliable service, and rich features. There are a number of reasons why our VoIP system is the smart, superior and SAFE choice for your company:

- **Cut your phone bill costs SIGNIFICANTLY.** Our average client saves between 30% and 40% on their phone bill – money that goes directly to your bottom line.

- **Works even if your Internet goes down.** Unlike most other VoIP systems, our 3CX system allows you to still make and receive calls, even if the Internet goes down with unique features like our Android / iOS App.

- **Costs less than other business phone systems.** Since our 3CX system costs significantly less than many other business phone systems, our clients can make the switch and still save money each month. Plus we can offer you easy payment options and even inexpensive leasing if you prefer.

- **Over 35 advanced features available.** Our VoIP system gives you an incredible number of easy and powerful options to take calls, route calls, handle voice mail and communicate. Whether you're making a simple phone call, faxing documents for signatures or holding a videoconferencing session, our system can deliver easy-to-use, top-quality service to get the job done without problems, complexity or failures. And best of all THEY'RE INCLUDED – NO EXTRA CHARGE!

Free VoIP Assessment Will Cut Through The Confusion, Myriad Of Options And Tech "Mumbo Jumbo" To Help You Make The Smartest, Safest Phone System Choice For Your Company

Since you've requested this report and have read this far, my guess is that you're looking into upgrading your phone system to VoIP sometime in the near future. To help you avoid making any mistakes and to help you navigate the endless number of choices, tech jargon "mumbo jumbo," conflicting advice and confusion, I'd like to offer you a FREE VoIP and Communications Assessment for your company to answer all of your questions and determine which phone system is BEST FOR YOU based on your specific needs, budget, Internet connection and existing network.

You have my absolute assurance that I will give you straight answers to your questions and will NOT hard-sell you a phone system. My goal is to help you make the BEST decision for YOU – one that you're comfortable with and that will actually deliver what you want. If our system turns out to be the best option for you, we'd welcome the opportunity to serve you. But if not, we'll give you our best recommendation and refer you to some other solutions. That's how we build solid trust-based relationships with all of our clients.

At the end of our Free Assessment, you'll know:

- **The EXACT and TRUE amount of money you will save by switching to VoIP, and ALL the costs that are associated with selecting a VoIP phone system.** In most cases, we save our clients between 30% and 40%. But most important, we'll show you a complete and true picture of <u>ALL costs factored in</u>, not just your phone-bill savings, which is what most other VoIP salespeople focus on to avoid talking about other costs involved in moving to their system.

- **If a VoIP phone system will truly work in YOUR specific environment.** Every office and network is different, so it's critical that you get a thorough assessment of your *entire* network, including your bandwidth and Internet connection, firewall, system use, volume of calls, features you need, etc., etc., etc. That's why we run tests in YOUR specific environment to make sure you won't experience garbled sound, dropped or missed calls, echoes and dozens of other VoIP problems.

- **If you have the right Internet connection and network configuration to use a VoIP phone without problems.** We'll do a complete analysis of your current Internet connection and computer network to determine if you have sufficient bandwidth to operate a VoIP system without issues, and to look for any other factors that may negatively impact a VoIP phone system from working properly.

- **What the BEST phone system is for you – and what features you need – based on <u>how you do business</u>.** If you're running a call center, you will have different needs than if you're a doctor's office. If you have remote workers and a sales team that travels extensively, there are features that can help you keep these employees connected. Do you want to record calls coming in for quality and training purposes? Does your front desk get overloaded with calls during certain times of the day or year? Do you absolutely need to have your phones answered live? Would you like to have your voice-mail messages sent to your in-box or stay

in your phone system? These are just a few of the features available.

- **How you can increase sales, lead conversion and customer happiness.** Part of our Communication Assessment will reveal ways for you to instantly and easily recapture lost revenue and sales opportunities through better phone-handling practices. We'll look at how your company is currently handing (or mishandling!) phone calls from prospects and clients alike and show you easy ways to make more money without spending another dime on marketing or advertising.

Here's How Your Free VoIP Assessment Works:

At no charge, we will come to your office to conduct a detailed review of your current phone system, telephone bill, Internet connection and network setup. We'll also analyze how calls are currently being handled and your "dream list" of what you would like to happen when a client or a prospect calls your office.

Based on what we discover, we'll research multiple options and come back to present you with an action plan and 2 or more phone system options to help you save money and get the results you want. We will NOT try to sell you a "one-size-fits-all" system but instead recommend a phone system we are supremely confident in to deliver the service, cost savings and quality you want.

That said, I want to be very clear that there are no expectations on our part for you to do or buy anything when you sign up for a Free VoIP Assessment. We don't expect everyone to become a client; we also know that providing value in advance – NOT heavy sales pressure – is the best way to build relationships with potential clients like you, which is why we offer this Free Assessment.

If nothing else, this Free Assessment will put you in a much better position to make an informed, intelligent decision on whether or not you should upgrade your phone system, if your network is capable of handling VoIP AND which option(s) will work best for you.

What To Do Now: How To Request Your Free VoIP Assessment

To request a Free VoIP Assessment, simply respond by:

- Calling us at 813-413-6980

- Sending me an e-mail: angel.rojas@datacorps.com

Once we hear from you, Paula from my office will call you to schedule a convenient time for us to meet. Remember, there is no obligation for you to buy or do anything – this is simply a discovery meeting to see if VoIP is right for your organization.

Sincerely,

Angel R. Rojas, Jr., President
DataCorps Technology Solutions, Inc.
Call Me Direct: 813-413-6980

What Do Our Clients Say About Us?

"We have found the capabilities and ease of use to be exactly what we need."

"Tampa Bay Insurance Center has been using VoIP technology since the day we opened the doors back in 2009. We have found the capabilities and ease of use to be exactly what we need. What we like best about our VoIP phone system is that we can easily adapt our VoIP phone system to our ever changing needs with little to no cost. We also find the quality of the calls to be on par with landline phones. Lastly, we like the portability of our VoIP phone system. Because we are an insurance agency we need our phone system to be portable in case a natural disaster knocks out our power and the VoIP phone system allows for this portability" – *Daryl Patrick, Tampa Bay Insurance Center*

"DataCorps recommended VoIP as an option and we've never looked back."

"As our volume of calls increased, the cost of traditional phone lines became overwhelming. DataCorps recommended VoIP as an option and we've never looked back. Using VoIP over our existing internet connection more than doubled our call capacity and eliminated the expense and limitations of traditional phone lines. The initial cost of the VoIP server and phones was comparable with a standard system, but yielded many more features, greater flexibility and significantly improved sound quality. With our new VoIP System, production is up and cost is down. As a business, we will never consider using standard phone services again." – *Doug Pinner, McNeil Management Services, Inc.*

"DataCorps designed and maintains a telephone solution that has enabled unparalleled flexibility for my office."

"DataCorps designed and maintains a telephone solution that has enabled unparalleled flexibility for my office. It allows us to execute a business model that would be impossible with a traditional phone system or typical VOIP solution and that in turn allows us to deliver exceptionally responsive service to our clients." – *Sean Stephens, Metroplex Mortgage Services.*