

Boston Business Journal

Boston Business Journal Features iPBX

DSCI's iPBX Hosted Communications Service was featured recently in a Boston Business Journal article entitled "Choose a phone system that grows with the business." The article focused on a discussion of some of the factors a company should consider when choosing a new phone system. An iPBX customer, Zink Imaging, Inc., was interviewed and John Wells, the company's IT director offered the following rationale for Zink's decision. "We wanted to minimize capital expenditures and also the permanent labor involved in managing a system." Additional pluses provided by iPBX for Zink included the system's

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SIP Trunking from DSCI Provides American Acoustical the Perfect Solution



American Acoustical Products manufactures cast sound barrier composites and extrudes vibration damping materials for noise control in such applications as marine, mobile homes, and household appliances. A move to a new location offered the ideal opportunity to replace an antiquated phone system. Working with Werner Gertje of A-Comm Voice and Data Solutions, American Acoustical chose Vertical Communication's TeleVantage system.

The new location also provided an opportunity to update Internet access to not only meet the company's immediate needs, but also to position their communications

for the future when the need for more bandwidth was anticipated. Peter Jackson, Technical Director at American Acoustical Products explains, "Our new company location was too far from the local exchange for DSL to be an option. Because our new TeleVantage phone system was available on a VoIP SIP platform, we decided on an integrated T1 solution providing SIP trunks for our phone service and additional bandwidth for Internet and web-based applications."

Once Jackson and Gertje had determined how they wanted the company's network to be configured and how much bandwidth they

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What is SIP Trunking?

SIP (Session Initiation Protocol) is a signaling protocol used to convert voice into packets so it can travel across IP networks. With SIP Trunking, voice and data are converged into a single network with voice traffic layered on top as just another IP application. SIP Trunking call capacity is determined by available bandwidth and additional bandwidth is easily added to respond to future growth. With connectivity to the DSCI network, Quality of Service (QoS) is configured to give priority to voice over other applications, thus maintaining reliability and voice quality. DSCI's SIP Trunking provides local, long-distance and toll-free services over the same circuit. Because American Acoustical's new phone system is SIP-compatible, the SIP trunking choice provides for a cost-effective, flexible solution.



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ability to grow with the company as well as its integration with the data network.



Chris Zibailo, director of sales engineering at DSCI, was quoted as saying, "With a hosted option, you're not buying specific equipment that's

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going to sit in your backroom and grow obsolete. You're purchasing a service that has a monthly charge, not an upfront charge, and many of the improvements in the years to come get added to the service automatically."

To read the article in its entirety, go to www.dscicorp.com/news.php.



iPBX offers a cost-saving solution for a tight economy.

With lower cost of ownership, simplified administration, improved employee productivity, and scalability, iPBX can save 20-50% over other phone systems.

For more information on what iPBX can mean to your business, contact DSCI at 866-438-3724 or go to www.dscicorp.com/ipbx.php.



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would need, they set about finding the best provider to supply connectivity. Quotes from three providers were solicited. One was unable to support SIP trunking. Of the other two, DSCI offered the best value and was awarded the contract.

DSCI's native IP network is ideally positioned to provide SIP trunking in addition to high-speed Internet access. Working with Gertje, DSCI engineers

installed the T1 and configured Quality of Service to support the call capacity required by American Acoustical. The TeleVantage phone system delivers voice packets to the DSCI network with any remaining bandwidth dynamically allocated to data.

The final network solution at American Acoustical has actually doubled the amount of bandwidth the company previously had at no additional cost. And, the company is well-

positioned for future – easily adding call capacity and more bandwidth for web applications as the need arises.

Jackson concludes, "Moving to a new location was a business decision focused on becoming more effective today and being positioned for the future. When it came to selecting a phone system, we had to consider the same factors. Our new TeleVantage system and SIP Trunking from DSCI have proven to be a perfect solution."

