

Battlecard for Intermedia's Hosted PBX

Hosted PBX is an enterprise-grade VoIP phone system. It's delivered from the cloud to small and medium-sized businesses.

Five Key Points Selling Points for Hosted PBX:

1. Communicate more effectively

Rich, Fortune 500-grade features help you operate more effectively.

- Automated attendant (multi-level) answers and routes every call
- Hunt groups ring multiple people at once or sequentially
- CallScape connects phones with Outlook
- Follow Me forwards calls to your mobile and other numbers
- Conferencing dial-in numbers connect up to 100 people
- And much more



2. Simplify management & scaling

Intermedia's powerful and intuitive web-based control panel dramatically simplifies moves, adds, and changes.

- Easily manage upgrades, feature introductions, migration and scaling
- Retain granular control to configure your phone system to match your exact needs



3. Lower your costs

Preserve your capital, reduce system expenses, and cut operating costs.

- No need to invest capital in rapidly depreciating on-premise phone systems
- Slash operating expenses by eliminating maintenance, upgrades, software license and telco costs
- Cut costs with unlimited local and long distance calling in the US



4. Easy migration and support

Keep your attention on growing your business.

- Our Cloud Concierge™ team ports over your phone numbers and sets up users, ensuring a smooth transition
- Intermedia provides live support with low hold times. Never outsourced
- Enterprise-grade datacenters, providers, software & high availability hardware



5. Integrate with Intermedia's other services and business tools

Hosted PBX integrates directly with Intermedia's full suite of business applications.

- Unlock productivity benefits of Outlook and more
- Every element is fully managed & delivered from the cloud
- Impeccable security and reliability, broad ease-of use, 24/7 access to onboarding and support... all from a single vendor



Sales strategies:

Fewer than 25 phones: spotlight cost savings/ROI

- Cost effectiveness of service and ease of management
- Keep your existing phone numbers
- No technicians or wiring necessary
- Intermedia continuously updates service with newest features

Above 25 phones: spotlight on control

- Ability to configure all features, set up users, manage every aspect of your phone service
- Easy to grow, scale, move employees and change settings
- Manage multiple offices with no additional complexity



Hosted PBX

The Competition And Their Weakness:

vs on-premise PBX or Key System:

- Hosted PBX offers more features
- Easier to manage and support
- Easy upgrade path for new features and scalability
- Cut costs: CAPEX, maintenance, licenses & telco costs

vs other Hosted PBX providers:

- Intermedia offers a full suite of cloud services (email, cloud servers & more)
- Intermedia provides live support with low hold times. Never outsourced.
- Integration with Outlook

Consumer-grade VoIP service:

(Skype, Google Voice)

- Intermedia offers business-grade features designed with SMBs in mind, not consumers

