

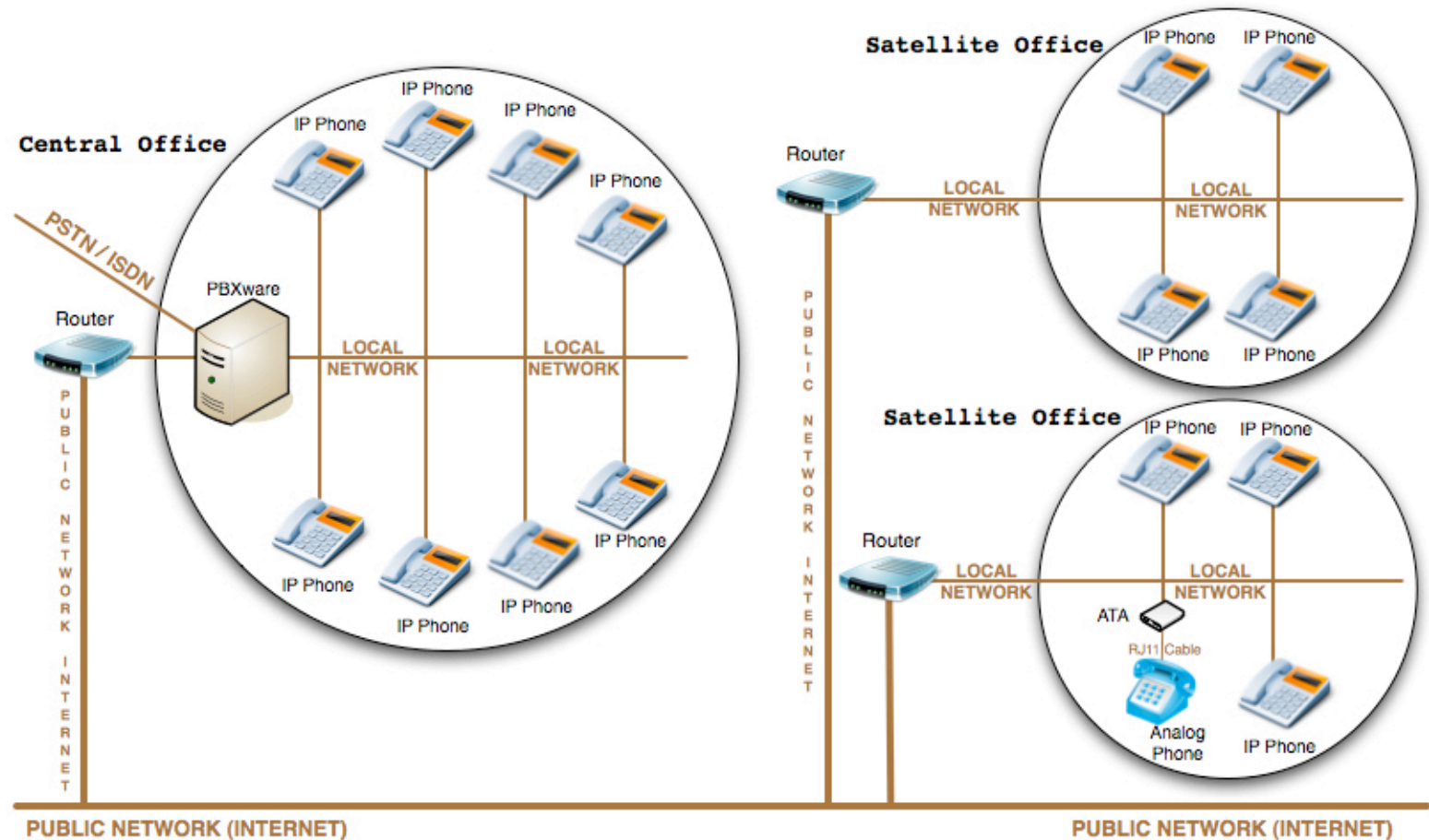
Legacy transition options Scenario 1

PBXware provides total replacement of existing Legacy System as well as linking new Satellite Offices. IP Phones replace the existing analog handsets and PBXware replaces the CentralOffice as well as linking Remote offices where IP phones or ATAs in the case of converting existing Analog phones.

Advantages: Puts the whole system onto the most up to date technology

Disadvantages: wiring may be complicated to add IP Phones into the legacy Central Office

Cost implication: highest upfront cost implication but not necessarily much higher than Scenario 2 with lower cost IP Phones. It also avoids having to return to another upgrade cost later.



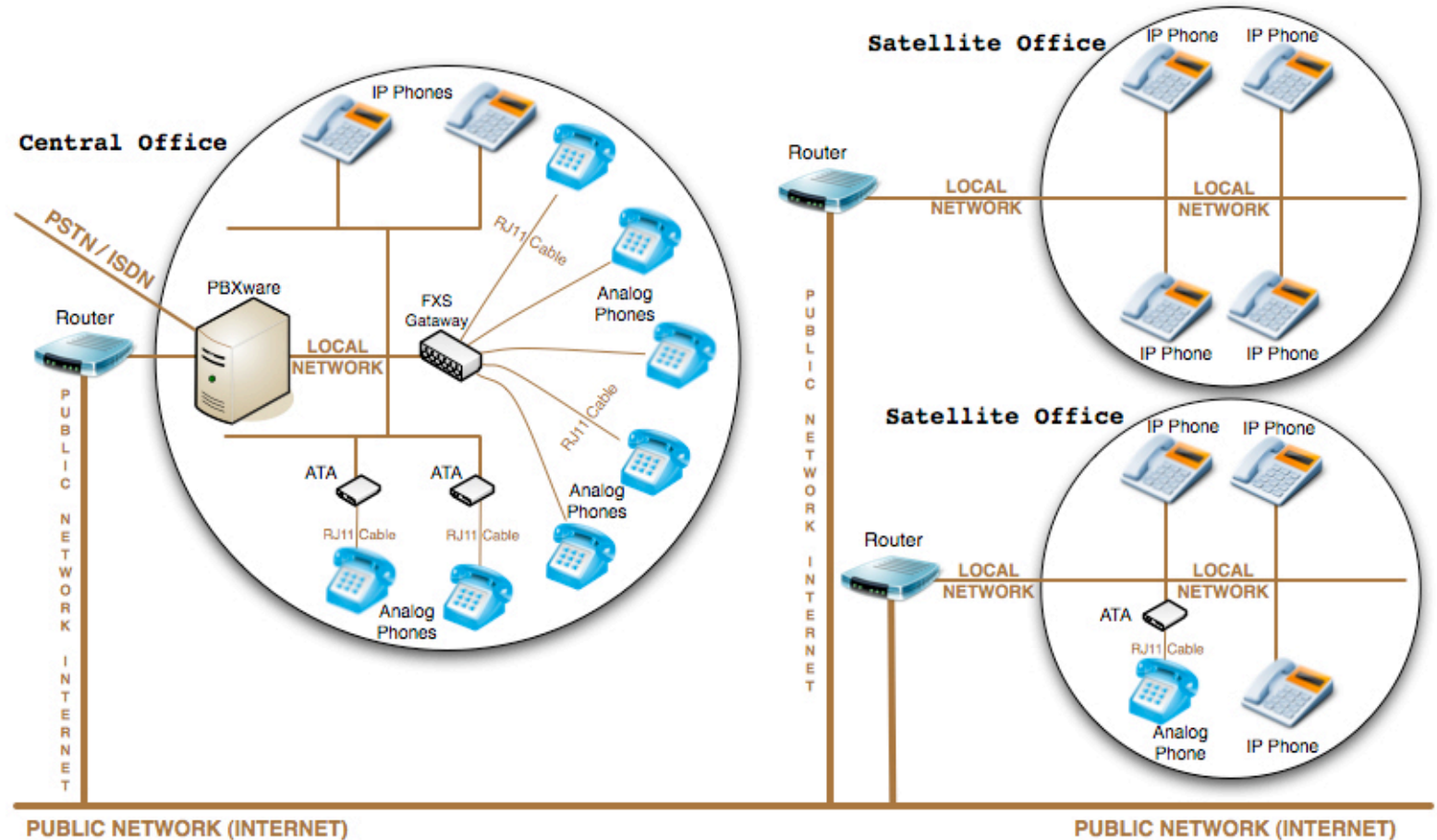
Legacy transition options Scenario 2

PBXware Replaces Legacy System but uses Legacy Handsets with limited support through ATAs or FXS Gateways. PBXware can of course also support IP phones should additional capacity wish to be added.

Advantages: This avoids needing to rewire.

Disadvantages: If using ATAs there will be a lot of electricity, cost implication is not much less than replacing handsets with cheap voip. Job half done and sooner or later full IP Handset network will be needed. Risks of how well the Analog handsets will be supported particularly if there are specific features depended upon.

Cost implication: Slightly less than using IP Phones but for much reduced benefit except for wiring advantage.



Legacy transition options Scenario 3

PBXware provides gateway between legacy system and Satellite Offices and IP Trunk by PBXware interfacing with the legacy system using : SIP/ Analog/BRI/PRI interfaces. As such the legacy Central Office system stays as is with its but is now:

- connected seamlessly to the satellite offices and the satellite offices to the Central Office
- has access to the IP trunks IP Phones or Analogs using ATAs can be added as additional capacity directly to PBXware.

Advantages: this requires the least disruption and effort whilst setting up the satellites and providing IP

Disadvantages: The job is only half done and the amount of call capacity between the satellites and Central Office is limited by the interface e.g. only four Analog Trunks.

Latest advantages of new system e.g. IVR, Conferences will be difficult to benefit from. Setup of trunk between PBXware and the legacy system is unknown/ unsupported and would be difficult to resolve if errors.

Cost implication: by far the least upfront but if the purpose is to move to PBXware, then much of the investment in linking to the satellite offices will be lost when the eventual move is made.

