





**CUSTOMERS WANT** End-users want to buy all-in-one solutions

**WHAT TEO OFFERS** End-to-end products that deliver full solutions and lead to quicker turn up times, reliable service, responsive trouble- shooting, and hassle-free warranties

	 A Westelcom Solution	RingCentral	8x8	 VONAGE	 windstream.
<b>Years In Business</b>	116	21	34	19	14
<b>Owns The Technology</b>	✓	✓	✓	✓	
<b>Business Only</b>	✓	✓			
<b>Carrier Service</b>	✓				✓
<b>Premise Offerings</b>	✓				
<b>Virtual Machine Offering</b>	✓				
<b>Private SD-WAN Voice</b>	✓				

	 A Westelcom Solution	 Mitel	 AVAYA
<b>Single Inclusive User License</b>	✓		
<b>Full Presence And IM For All Users</b>	✓		
<b>Included Voicemail</b>	✓		
<b>Included Conference Bridges</b>	✓		
<b>Included Call Recording</b>	✓		
<b>Included ACD Queues</b>	✓		
<b>Integrated Enhanced E911 Routing / Notifications</b>	✓		
<b>Cloud &amp; Premise Deployment</b>	✓	✓	✓
<b>Shared codebase between cloud and premise</b>	✓		✓
<b>Trunk licenses for outside calls</b>		✓	✓