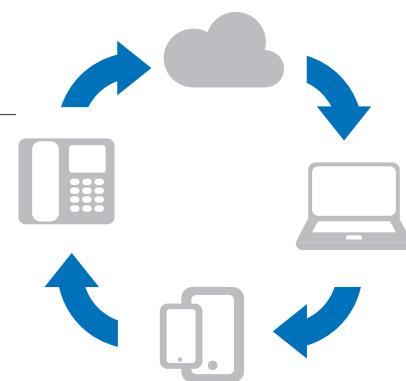


8 Discovery Questions

Hosted VoIP & Unified Communications



How can you spot a Hosted VoIP or UCaaS opportunity? Start by asking your customer these 8 questions to uncover their basic communication needs, assess the communications systems they are currently utilizing, and map out their long-term objectives. Then, give us a call so we can explore the best cloud-based communication solutions available.

- 1 What communications system do you have in place today? If it is a premises system, how old is it and has it been fully depreciated?
- 2 Do you have a contract with a service provider? If so, when is the contract up?
- 3 How many employees do you have?
- 4 How are your employees dispersed? Are they in multiple offices? Do they work from home? Are they on the road?
- 5 How are your offices and employees currently connected?
- 6 Have you deployed any systems or applications to the cloud already? If so, which ones and what benefits are you realizing from those deployments?
- 7 Have you looked at deploying communications applications to the cloud?
- 8 Are you currently (or do you have an interest in) utilizing any of the following communications applications: mobility, audio conferencing, video conferencing, instant messaging, contact center?