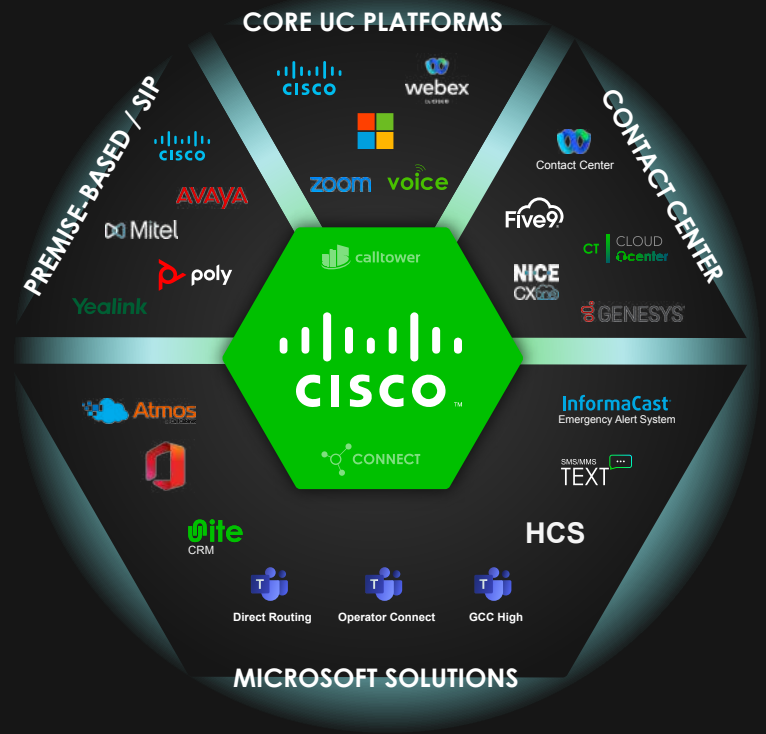


# BRIDGE THE GAP WITH CALLTOWER



## NOT one size fits all...

- 1 Expertise in on-premise to cloud migration
- 2 International Hybrid Webex and MSFT Teams Environments with key integrations, including Contact Center
- 3 White glove implementation ensuring a gradual shift in solutions enabling adoption
- 4 Scalable/Flexible/Customizable
- 5 CallTower Connect - Provisioning portal with 25+ APIs



## CISCO x CALLTOWER

CallTower will want to work with you on account mapping and strategy to bridge the gap between on-prem CUCM/HCS and UCaaS/CCaaS.

We want to protect and grow your business.

Currently migrating our Cisco HCS base and Cisco PaaS base to Cloud calling

Working with Cisco Distribution community (e.g. CDW, Presidio, WWT, Scansource, TD Synnex, and more) on migration strategies to cloud with our CCP program

Working with Traditional Master Agent Telecom community on raising awareness of full Cisco Collaboration stack



- Partners since 2002
- Cisco Premier Partner
  - Certified Advance Collaboration Architecture Specialized Partner
  - Webex Calling / UCM
  - Operating HCS version 12.5
- First to deploy CUCM in a private cloud
- Contact center integrations since 2010
- Cisco certifications held:
  - CCENT
  - CCNA/CCDA

- Cisco certifications held:
  - CCENT
  - CCNA/CCDA
  - CCDP/CCNP
  - Cisco Webex Calling for VARs Cloud Connected PSTN (CCPP)
    - Americas, EMEA and APAC
  - Cisco Webex Calling (SP)
  - Cisco Webex Contact Center (SP)
  - Cisco UCM Cloud – Connected PSTN
  - Cisco SIP Trunking for legacy systems

# BRIDGE THE GAP WITH CALLTOWER

---

## Case Study 1

### CHALLENGE:

Consolidate a single cloud solution for 8500 employees across 7 countries to replace all disparate voice systems globally. Bundle with other Cisco services and equipment under a 60-month Enterprise Agreement. Move to a flexible cloud environment that can support a voracious acquisition strategy.

### SOLUTION:

CallTower leveraged its Cisco Webex Calling Service Provider status to deploy a comprehensive UCaaS and Contact Center solution in cooperation with the Cisco account team as a bundle with Webex Meetings. CallTower serves as the sole-source global PSTN provider with Cisco Webex Calling and Webex Contact Center, integrated via CallTower's network environment.

### BENEFITS:

- Reduction of vendors
  - Reduced costs
  - Improved visibility and management
- 

## Case Study 2

### CallTower Simplifies Worldwide Communication Network with Cisco UCM Cloud

### CHALLENGE:

A Global Automation Company was in the process of overcoming a major growth challenge as a global company: the consolidation of a myriad of communication systems for 24,000 employees in over 40 countries into a single solution. They have decided to transition their worldwide network to Cisco UCM Cloud Services, a flexible cloud communication environment that can be easily managed no matter the scale or scope.

### SOLUTION:

CallTower, in conjunction with their partners at CDW, is designing and implementing a Cisco UCM Cloud Managed Services solution. This customized service is built to work in concert with both PSTN providers and the UCM Cloud,

### BENEFITS:

- Seamless Cloud Connected UCM directly into Cisco
- Reduction of vendors 25 to 3
- Procured and ported numbers in 40 countries
- Reduction of data center footprint by eliminating SBCs
- Significant Cost Savings from consolidation of vendors as well as elimination of SBC equipment and maintenance
- Eliminated client sites
- Improved visibility and management

Expertise in on premise to cloud migration with Global cloud connected PSTN