

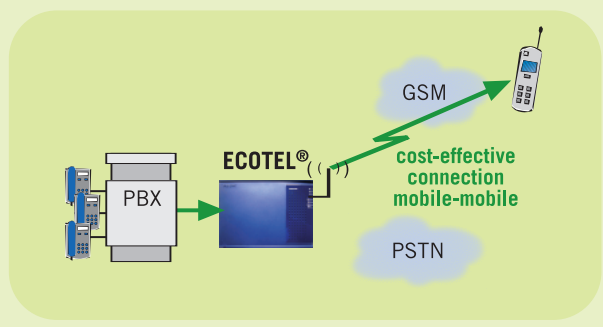
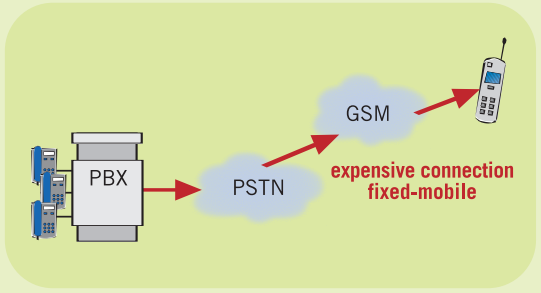
> The time is ripe for improvement

Reduce telephone costs with ECOTEL® GSM gateways



“It makes me depressed to see the telephone bill for some of my co-workers! – Particularly when you see the charges for calls involving mobiles.”
(controller)

“It doesn’t have to be that way! ECOTEL® GSM gateways turn expensive fixed-mobile calls into more cost-effective mobile-mobile calls.”
(smart co-worker)



On average, about 20% of outgoing calls from a PBX are headed towards GSM mobile radio networks, but they generate about 60% of the costs. Use ECOTEL® GSM gateways to reduce telephone charges by up to 70%!

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On the reverse side, you will find a suggestion on how to save money at your company. →

Something your company can improve upon

Reduce your telephone costs with ECOTEL® GSM gateways



Are your telecommunications expenditures out of control?

Mobile radio charges are racing ahead at many companies. A mobile radio to fixed line call typically costs about 10 to 20 cents per minute nowadays¹⁾ while in-network mobile to mobile calls average only about 5 cents/minute¹⁾.

The solution: ECOTEL® GSM gateways from VIERLING

ECOTEL® gateways are connected to your company's PBX to transform costly fixed line to mobile calls into more cost-effective mobile to mobile connections. The gateways have built-in radio modules and an antenna. Moreover you can use SIM cards of different providers.

The "thinking" gateway

One option is to use SIM cards with special rates (e.g. 1,000 minutes for 1 cent per minute). The ECOTEL® gateway will monitor the minute limits and automatically switch over to the next SIM card once the low-cost allotment for a given card has been used up. Even simpler is the use of SIM cards that offer flat rates.

DECT alternative

GSM gateways are also an effective DECT alternative! The connection charges are either very low or nil, your employees do not need additional DECT telephones, and there is no need for costly infrastructure at your company site.

Example calculator (all amounts in Euros)

Monthly telephone costs for fixed-mobile communication:	3,000.—
= 20,000 minutes	
Price per minute for fixed-mobile communication:	0.15
Alternative price per minute for mobile-mobile communication	0.05
Required number of GSM channels in the ECOTEL® gateway	8
Required number of SIM cards in the ECOTEL® gateway	8
Monthly basic charge per SIM card	15.—

Monthly connection costs with ECOTEL®	1,360.—
Monthly savings compared to costs without ECOTEL®	1,640.—
Investment per ECOTEL® channel	800.—²⁾
Total hardware investment	6,400.—²⁾
Pay-back period	approx. 4 months²⁾
Savings after 6 months:	3,400.—²⁾
Savings after 12 months:	13,300.—²⁾
Savings after 24 months:	33,000.—²⁾

All amounts are rough approximate values

We will offer you a free suggestion on how to save money at your company.

> Please fill in and send by fax to: +49 (0) 91 94 - 97 105

Company: _____

Name: _____

Prenome: _____

Position: _____

Phone: _____

Fax: _____

E-mail: _____

Please fill in by all means:

Number of employees in your company: _____

How do you estimate the amount of "fixed-mobile" calls in your company?

above average

average

below average

Please fill in, if you know:

Telephone costs in your company for "fixed-mobile" connections per month: _____

Average price per minute for "fixed-mobile" connections: _____

Number of extensions in your company: _____

Number of employees with cell phones: _____

¹⁾ depending on your tariff ²⁾ depending on the detailed price of the used gateway