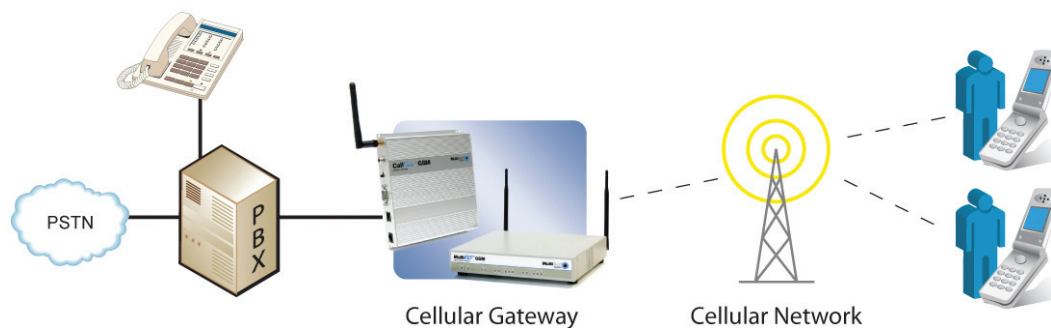


Mobile-to-Mobile Calling with Multi-Tech's Cellular Gateways

The Customer's Need

Mobile communications play an increasingly important role in today's workplace. For example, a 2007 Alcatel-Lucent survey found that 48% of the workforce used a cell phone in the performance of their duties. More significantly, a 2007 Forrester Research report found that mobile voice and data spending accounted for 29% of telecom budgets. Clearly, companies need to take advantage of their "in-network" calling plans, to better manage long distance costs. With more and more of the workforce working from remote locations – be it traveling employees, branch offices, or telecommuters – companies need to keep telecom expenses to a minimum.



Application 1:

Any company which has salespeople who travel frequently knows how long distance charges can rack up quickly. If company-owned cell phones are used for this purpose, why not take advantage of in-network calling plans where long distance is free? With a cellular gateway, companies direct calls to remote employees over a mobile connection, instead of over long distance PSTN lines. By taking advantage of in-network calling plans, companies can reduce their long distance expenses.

Application 2:

A company that deploys service techs – such as electricians or plumbers – usually has large telecom bills. With communications going back and forth between the service tech and headquarters, the charges can get expensive. Cellular gateways allow dispatchers and other headquarter employees to use pooled cell minutes. This can greatly reduce the dollars spent on these communications.

Application 3:

A marketing firm with three locations uses Multi-Tech's MultiVOIP® technology to reduce long distance charges. When the company's WAN goes down, the marketing firm can no longer place Voice over IP calls. To avoid incurring costly PSTN long distance charges, the marketing firm uses a cellular gateway at each location. The cellular gateways direct calls over a mobile connection, using pooled minutes to avoid PSTN costs.

Multi-Tech's Solution

Multi-Tech provides two cellular gateway products: the CallFinder® GSM and the MultiVOIP® GSM cellular gateways. These fixed wireless terminals provide a PBX to cellular gateway, regardless of the environment you are in – analog or SIP. The CallFinder GSM and MultiVOIP GSM cellular gateways connect directly to any business phone system and routes incoming and outgoing calls over a cellular network allowing companies to take advantage of their free “in-network” minutes. Not only does it take advantage of the free cell-to-cell calls, but this also helps to reduce the number of pooled minutes needed. In addition, users can route the call forwarding “follow-me” feature over the cellular network. All of this collectively adds up to lower telecom costs.



Ordering Information

Product	Description	Region
CF100FX2-G	1-Port GSM Gateway (FXS/FXO)	Global
MVPGSM-2	2-Port SIP-to-Cellular Gateway	Global

About Multi-Tech Systems

Multi-Tech Systems is an ISO 9001:2000-certified global manufacturer of award-winning Unified Communications and device networking products. Since 1970, Multi-Tech Systems has grown into a company with a worldwide reputation for reliable products of innovative design. This reputation is just as strong today. Our goal is to help our customers achieve a competitive advantage by providing solutions that return superior business results. New technologies, same focus: Connecting voice and data over IP networks. Multi-Tech is certified by the WBENC as a Women's Business enterprise, and by C-TPAT (Custom Services Trade Partnership Against Terrorism).

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