Double Radius
Wireless without limits

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Raise Your Voice

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HOSTED VOICE SOLUTIONS

FOR SERVICE PROVIDERS

- DIVERSIFY SERVICES
- ENCOURAGE RETENTION
- EXPAND MARKET
- INCREASE MARGINS
- MAXIMIZE REVENUES
- NEUTRALIZE RIVALS

RAISE YOUR VOICE!

Topics for this Presentation

- Who is IPiFony Systems, Inc.
- U.S. VoIP Industry Snapshot
  - The Numbers
  - What Driving Growth
  - Regulatory Direction
- Anticipated Trends and Significant Changes
- Benefits of Adding VoIP to Your Offering
- The IPiFony Advantage
- Q&A

IPiFony Systems, Inc.

Founded in 2004, IPiFony is a leading provider of VoIP telephony solutions to ISP's and Network Operators.

The IPiFony Platform

- All-Inclusive License

- Deployed on Your Network

- Lowest Cap-Ex in the Industry

- Value-Added Services
  - We Help You With Everything!!!

U.S. VoIP Industry Snapshot

- The Numbers:
  - VoIP Market $15B in 2013
  - Up 15% from the Previous Year
  - Hosted PBX up 33%
  - SIP Trunking up 11%
  - 44 Million Residential & Business Users

Projected U.S. Growth to 2017

- The Numbers Continued:
  - More than 80% Businesses to Use VoIP
  - Hosted up 40% On-Premise up 10%
  - Revenues Increase to $30 Billion
  - Hosted PBX More than Double
  - SIP Trunking Revenue CAGR of 52%

What's Driving Growth

- Reduced User Costs
- Simplified Network Management
- Increase Collaboration & Productivity
- Empower Mobile Workers
- Enhanced Customer Service
- Replacing End-of-Life Equipment

Regulatory Direction

- ## What's Going On in VoIP Today?
  - Transition from the legacy PSTN to an all IP Network.
    - FCC support of experimentation with network transition
    - Are we glimpsing the end of the PSTN?
  - Technical Trials for Direct Access to Numbers.
    - Started Six Month Trial April 18, 2013.
    - Conclusions were both "Favorable" and "Feasible"
      - » *Federal Communications Commission DA 14-118* (Released: January 31, 2014)

Anticipated Trends

- VoIP is Expanding Horizontally
  - No Longer a Call-at-a-Time to avoid toll charges
- Today's VoIP is a comprehensive suite of features
  - Voice
  - Hosted PBX
  - Fax to Desktop
  - Voicemail
  - Call Record
  - Mobility
  - etc…

Anticipated Trends

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- Tomorrow's VoIP Solutions Need to Contain all Real-Time and Near-Time Communications
  - Voice
  - Text Messaging
  - Instance Messaging
  - Email
  - Tele-Presence
  - Video
  - All Points of Contact with Others

Benefits of Adding VoIP

- Diversify Services Portfolio
  - Offer data, voice and telephony packages.

- Expand Market
  - Sell to customers who prefer a single vendor.
  - Provide customized solutions to niche markets.

- Maximize Profits
  - Hosted PBX generates revenue from each seat.

Benefits of Adding VoIP

- Neutralize Rivals
  - Don't get left behind. In a survey by Inzenka, three quarters of SMBs that adopted VoIP did so with a new service provider.

- Retain Customers
  - By providing more services to your customers, you increase their dependence upon you.
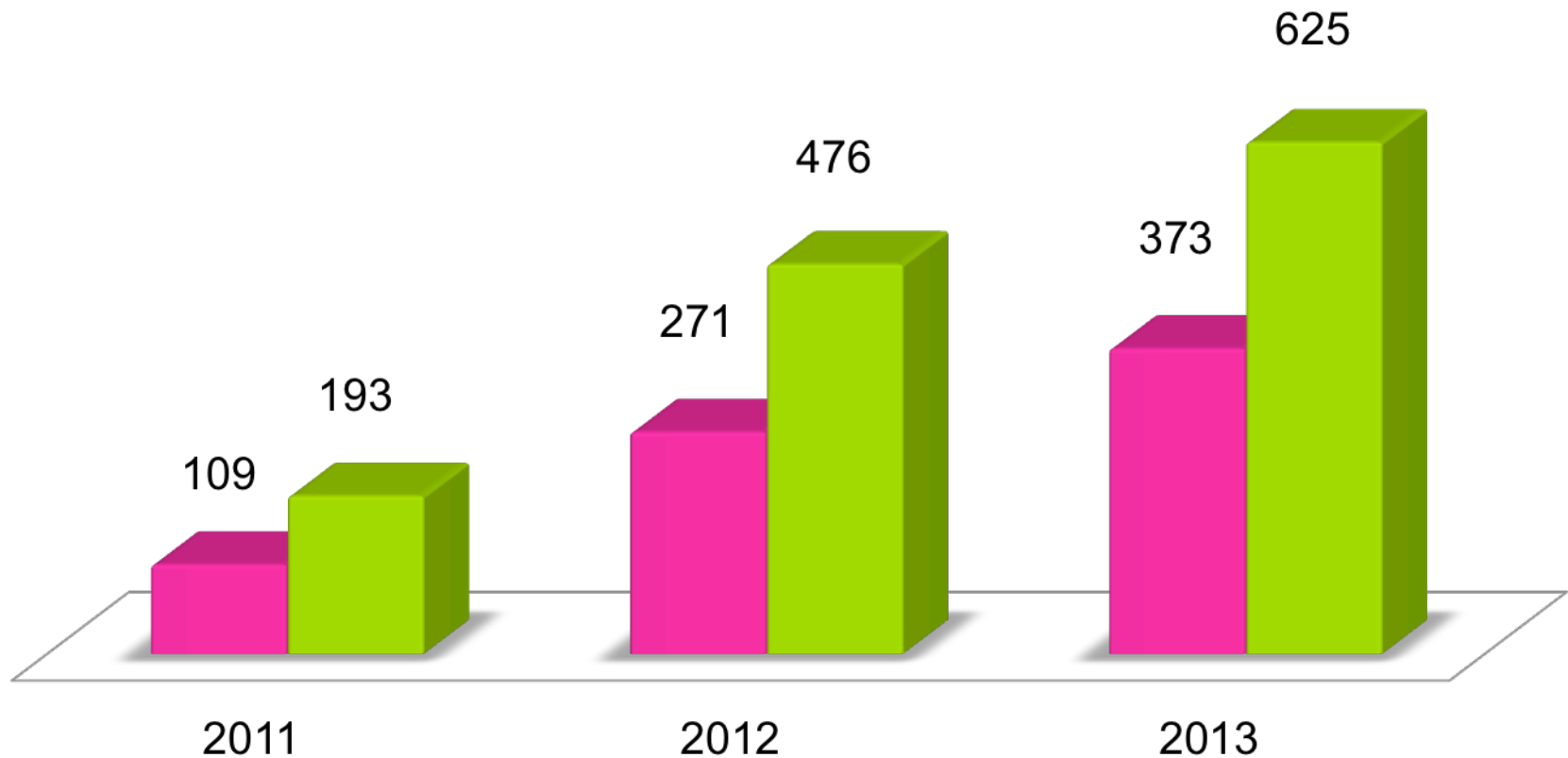
The IPiFony Advantage

- Minimal Capital Expenditure
- Lower Ongoing Expenses
- Easy Implementation & Management
- Flexible & Scalable
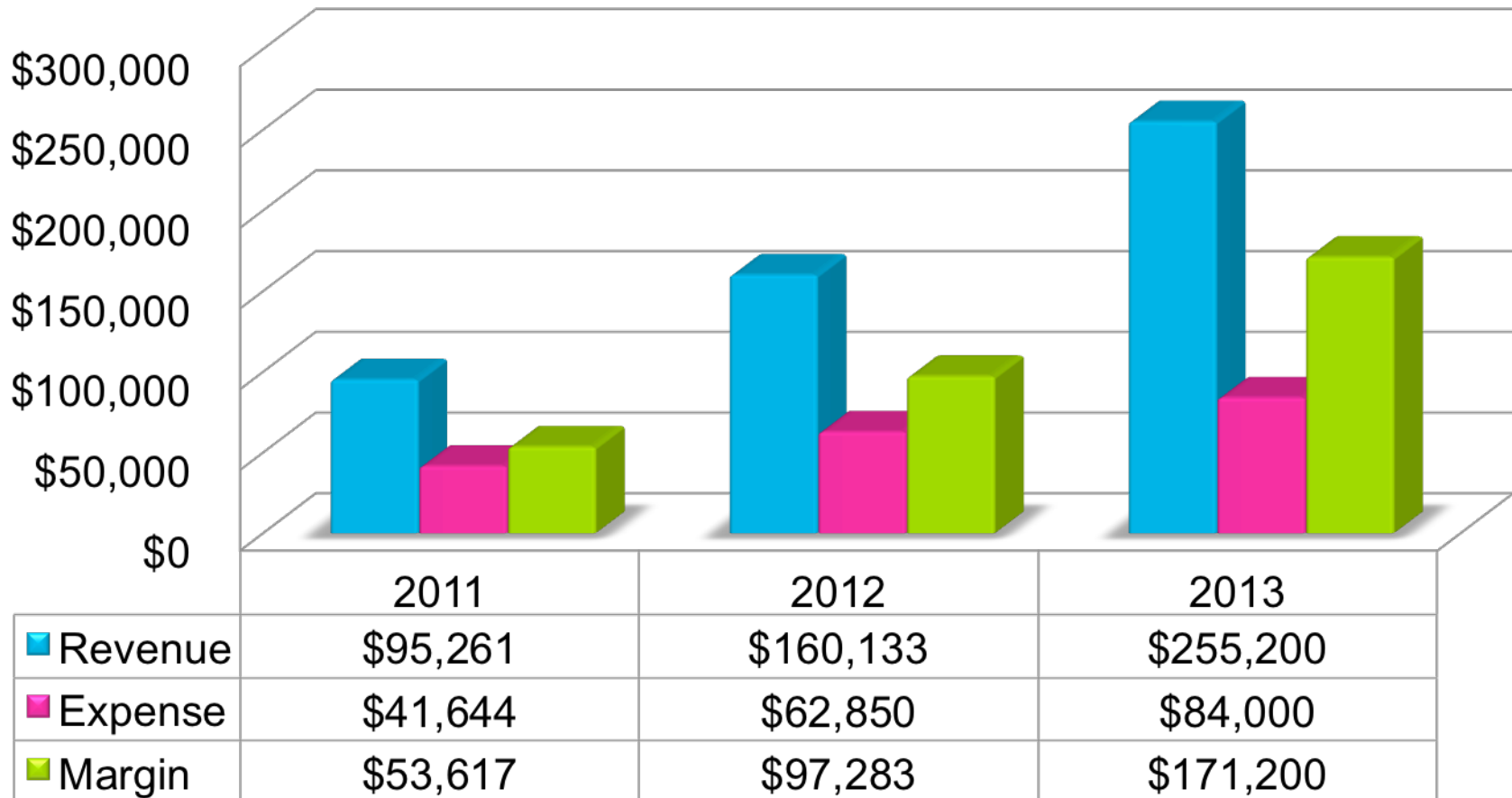- Reliable
- Secure

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The IPiFony Advantage

Financial Performance

	2011	2012	2013
■ Revenue	$95,261	$160,133	$255,200
■ Expense	$41,644	$62,850	$84,000
■ Margin	$53,617	$97,283	$171,200

The IPiFony Advantage

- **All-Inclusive License**
  - Value-added services are standard provisions
    - Network Optimization
    - Sales Engineering
    - Technical Support
  - We have a vested interest in your success.
    - We Grow as You Grow

The IPiFony Advantage

- Deployed on Your Network
  - You manage your customers.
  - You perform provisioning.
  - You control Quality of Service.

The IPiFony Advantage

- Lowest Capital Expenditure in the Industry
  - Get started for less than 10% of the cost of the leading competing solutions.
  - The IPiFony Platform is actively developed and constantly improved. Software enhancements and upgrades are included.

The IPiFony Advantage

- Leverage Our Experience
  - From planning to engineering, from deployment to sales, we will guide you every step of the way. We're looking for partners.

- Vendor Relationships
  - We will assist you with regulatory hurdles, origination & termination issues, and sourcing hardware to eliminate any barriers to entry.

Q&A