

## Whitepaper Summary



**The 'Sip Trunk Networking - a viable alternative to ISDN' whitepaper aims to make a 'best-case' comparison between ISDN and SIP trunking services in order to highlight the advantages of SIP.**

The key issue when looking at SIP is to look deeper than the headlines. Our paper aims to highlight all areas of interest for an organisation considering SIP and the potential benefits it can bring, as well as to demonstrate the key areas where the rewards will be of most value. The summary below provides some highlights of the content of the paper, however we hope you will find this information informative and refer to our full document for details.

It is true that in the right environment SIP can provide advanced features, reduced costs and improved control over your communications. However if the infrastructure is not suitable then SIP (like VoIP) can be unreliable and could prove a costly investment.

The commercials of SIP differ significantly dependent on whether the solution will be a voice-only solution or a converged (voice and data) solution. In assessment a special note should be made with regards to the additional capability that an MPLS VPN provides. From a commercial perspective SIP trunk networking does not compete in a like-for-like comparison (voice-only) with ISDN access, unless in excess of 60 channels are required at a site (or, if the solution is to provide resilience with different connectivity into the PSTN), therefore all aspects of the complete solution have to be considered.

### **Voice only deployment:**

- Site to site call charges free - and all other rates competitive
- The delivery technology (QoS DSL or leased line\*) incurs installation charges and annual rentals which increase costs to the point of eliminating any advantage, until the number of channels exceeds 30. High volume users result in the economies becoming far more attractive

\*It is not recommended to run SIP over the internet - please refer to page 3 of the whitepaper for details

### **Converged (voice and data) deployment:**

As the largest percentage of the cost is the access technology deployed, utilising this for more than just voice results in the commercials being far more compelling:

- QoS DSL available to provide cost effective access technology
- Incorporate SIP into an existing QoS WAN to benefit from reduced call costs, and free on-net calls
- Opportunity to incorporate multi media sessions, video and instant messaging (plus other data applications)
- Improved SLAs (compared to ISDN)

This document aims to provide a high-level overview, to find out more please refer to the whitepaper or contact us at [enquiries@netservicesplc.com](mailto:enquiries@netservicesplc.com)