



Total cost of ownership comparison

PBX Comparison – Traditional phone system vs. VoIP PBX

Hosted business-grade VoIP solutions have significantly lower upfront costs vs. a traditional phone system, because there is no equipment to purchase. Geckotech bundles all the necessary hardware and equipment needed to use our hosted VoIP solution in one monthly per seat price. Additionally, we provide first party installation and training, project management, dedicated account managers, network monitoring and phone system maintenance, 24x7 in-house help desk and future upgrades for phone service and equipment. **Geckotech is your one stop shop!**

Phone System Alternatives for Small & Mid-sized Businesses	VoIP PBX Geckotech's SimpleVoIP™		Traditional phone system	
	10 Users	50 Users	10 Users	50 Users
Number of Users in the organization				
Phones <i>\$220 per phone</i>	\$0	\$0	\$2,200	\$11,000
Installation, Configuration, and Training	\$1,750	\$8,750	\$16,000	\$16,000
Equipment costs <i>Including IP PBX costs, routers, switches, power supplies, and anything else needed</i>	\$0	\$0	\$12,000	\$60,000
Annual Maintenance and On-site support fee <i>15% of equipment cost charged yearly</i>	\$0	\$0	\$1,800	\$9,000
Internet charges <i>\$500 Monthly Recurring Cost</i>	\$0	\$0	\$6,000	\$6,000
Phone lines <i>PRI \$300 Monthly Recurring Cost</i>	\$0	\$0	\$3,600	\$3,600
Usage charge fees <i>350 minutes/user/month at \$0.05/min</i>	\$0	\$0	\$2,100	\$10,500
Management fee <i>Repairs, moves, adds, changes – 1 change/user/year @ \$150</i>	\$0	\$0	\$1,500	\$7,500
Service contract <i>Hosted service @ \$95/user/month Monthly Recurring Cost</i>	\$11,400	\$57,000	\$0	\$0
Total cost YEAR ONE	\$13,150	\$65,750	\$45,200	\$123,600
Total cost YEAR TWO	\$11,400	\$57,000	\$15,000	\$36,600
Total cost YEAR THREE	\$11,400	\$57,000	\$15,000	\$36,600
Total Cost of Ownership	\$35,950	\$179,750	\$75,200	\$196,800

* Based on a 36 month service term for Geckotech's hosted VoIP solution, SimpleVoIP all-inclusive service. Included are over 50 PBX features for Mobility & Productivity, Unlimited local and long distance calling, Internet, Virtual Fax, Voicemail, Conference Calling, Auto Attendant, Unified Messaging, Cisco IP Phones, LAN, 24x7 Network Management & Support, and professional Installation, Training & 24x7 customer support.