



35 YEARS OF TECHNOLOGY
EXCELLENCE

THANK YOU FOR BEING A PART OF OUR STORY | **1990 • 2025**

TRANSFORMING LEGACY VOICE TO THE CLOUD FOR MODERN BUSINESS

ONE CON 2025

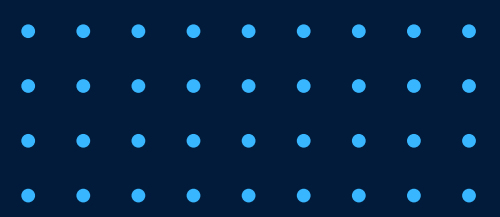
managing
complexity
delivering

simplicity





Prize Giveaway !!!



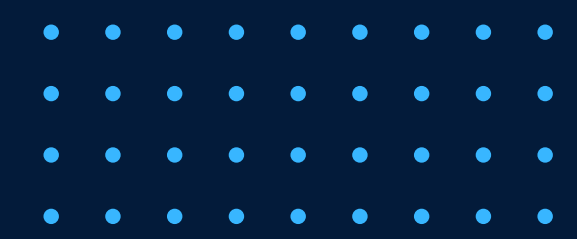
Thank You for Joining!

Legacy phone systems can be costly, complex, and have geographical limitations. In this session, we'll explore the challenges of staying legacy voice, the benefits of moving to a cloud-based solutions, and practical migration strategies. Discover how simplifying IT with cloud voice empowers flexibility, reduces costs, and supports a modern workforce.



Journey to the Cloud Checklist

Meet the Captain



INTRODUCTION

Nate Moss

Senior Collaboration Engineer

Brief Bio

- Certified Webex Calling Professional
- Certified Webex Calling Contact Center Professional
- Configured Cisco voice for the Philadelphia Convention Center
- Configured Cisco voice for Delaware State Prison System
- Over 10 years combined of implementing Cisco Systems , MS Teams, A/V and Telepresence systems
- 5 years Voice Technical Lead at IntegraOne





Departure:

Legacy PBX Challenges Checklist

- ✓ Do I UPGRADE or MOVE to the cloud?
- ✓ Legacy PBX still includes a lot of HEAVY Lifting
- ✓ Who Loves VMware! (Cisco exclusively)
- ✓ PBX Cost (Licensing, Upgrades and Maintenance)
- ✓ Force Carrier Cost (PRIs to SIP)





Arrival:

Voice in the Cloud Checklist

- ✓ Long Terms Cost (Refreshes)
- ✓ Hardware Reduction
- ✓ PSTN Migration (CallTower Partner)
- ✓ Data Migration Tools
- ✓ 3rd party Integrations (CRM, Informacast , Zoom)



Three Stops on Journey:



OUR TOOLS & SERVICES



Cisco UCS

Are the Leaders in the Space. Voice since the 90s.



MS Teams

Won Desktop battle



Fortivoice

New to Voice



IntegraONE
MSP Voice

Seamless support
for both on
prem/cloud
systems.



Stop 1:



Cisco Webex Calling & Contact Center



Enterprise - Grade Reliability and Security

Site Survivability
Redundant Data Centers
Strong Encryptions



Unified Platform

Calling
Meeting
Messaging



AI Powered

AI agents
Chatbots
Self Service
Ask for a Demo!



Management

Centralized One
Stop Shop
User Admin portal



Stop 2:



Microsoft Teams



Familiarity

No learning curve
Chat/Messaging/
Voice



Feature Rich

Auto Attendants
Call Queues
Delegations



M365

Seamless integrates
One drive
Word
Excel

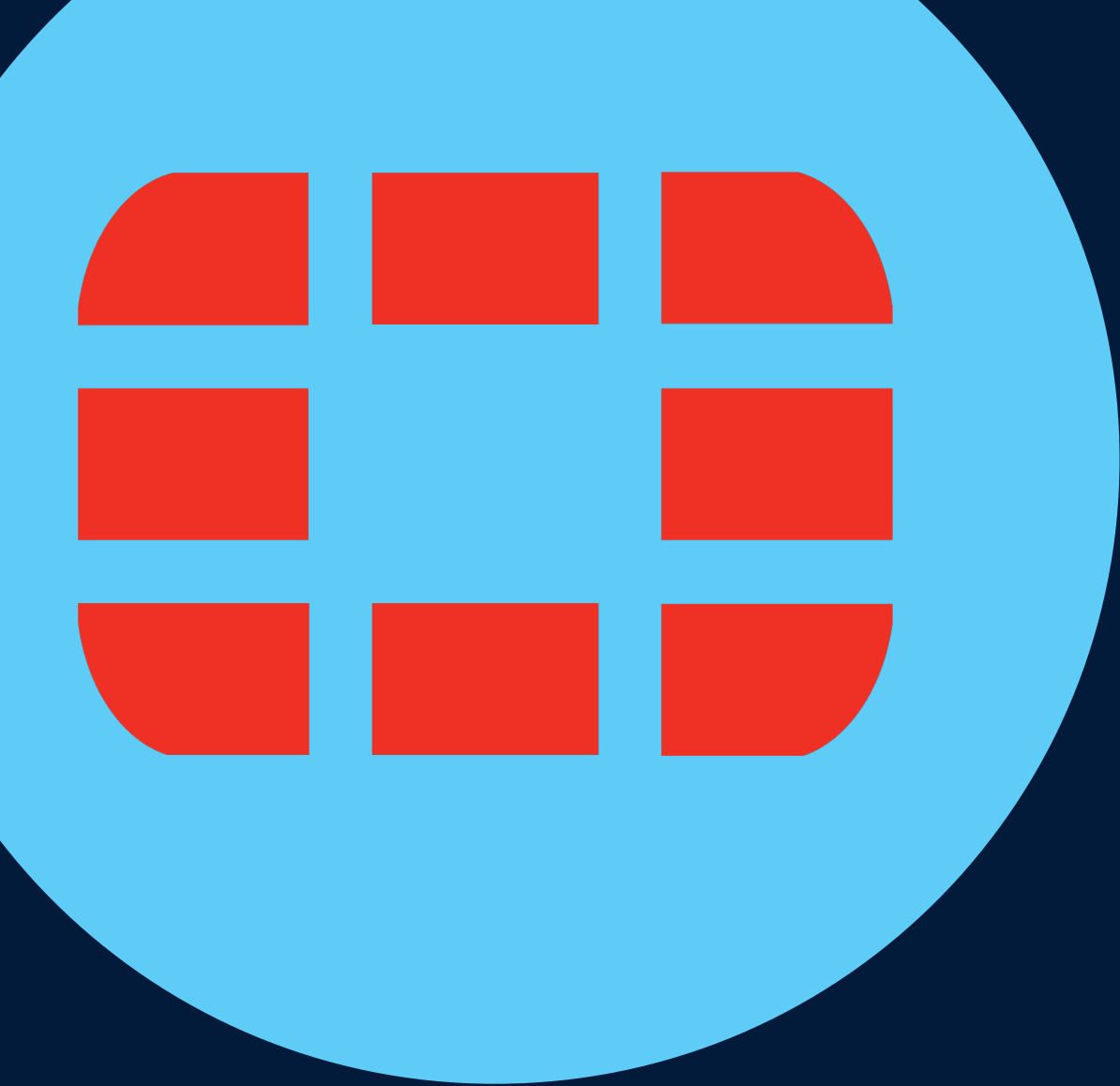


Enterprise Security

Compliance
Data encryptions



Stop 3:



Fortivoice



Unified Communication Platform

Calling
Faxing
Conference Call



Enhanced Security

Chat encryption
Secure SIP



Throwback Licensing

Non - Subscription
Model for on prem



Centralized Management

One pane of glass

Stop 4 Gift Shop:



Managed Service | Collaboration As A Service (CaaS)



Major | Minor Upgrades

3 Total Upgrades
Unlimited Break Fix Tickets
Business HRs SLAs



Budgeting

CapEx
Opex
Expert Level Engineers



CaaS

Webex Calling
PSTN included
Per User Model
Not Contractual
Obligation

QUESTIONS DEMOS

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Scan Me

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**Thank you for
attending
today!**

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