

The Benefits of IP Telephony

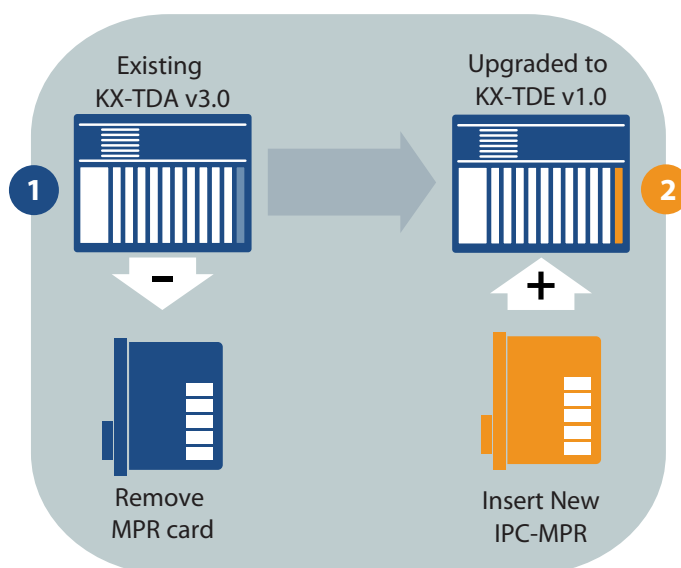
The benefits of upgrading to IP based solutions include:

- ▶ **Lower costs solutions:**
Benefit from communications over a common infrastructure - including hardware and software - that extends the power of applications to users, local or remote.
- ▶ **Solutions to fit your needs:**
Blending IP Telephony with existing traditional digital technology, providing flexible and cost-effective options for preserving your existing infrastructure, while delivering remote worker connectivity.
- ▶ **SMB LAN & WAN packages:**
Partners offering solutions can supply customers with an end to end solution, covering switches, routers and advice on cost effective small office setup.
- ▶ **Leverages existing investments by creating Networks:**
Connect remote offices to your Company headquarters; providing centralized call handling, & lower network call costs.
- ▶ **Enable Powerful new business applications:**
Gain the same advantages as larger competitors, by extending network services to small office/home office workers, while simplifying installation costs, telephone extension adds, moves and changes.
- ▶ **Simplifies installations and network management:**
Through easy-to-use, intuitive management tools, providing lower cost centralized management capabilities.

Panasonic has provided voice communication solutions throughout Europe for over 21 Years. KX-TDE has been introduced into the European Market offering customer a Pure IP PBX for new customers, and a comprehensive migration solution for those using KX-TDA solutions.

KX-TDA to KX-TDE Migration path

1. Complete Site Survey to understand total requirements
2. Upgrade existing KX-TDA 100/200 with new main processor card and activation keys
3. Provide your customer with new applications and solutions to help move their business forward



IP Convergence path to Pure IP-PBX