



# Maximize your ROI and cost savings with Webex Calling

Cloud communications can transform the way your organisation works together. **We deliver end-to-end support for Cisco's market-leading UC applications to help you improve your organisation's productivity, efficiency and agility.**

**Unified Communications as a Service, or UCaaS, is one of the most economical and efficient ways to manage communication and collaboration across your organization.**

**It enables you to minimize costs on your existing infrastructure by making it more scalable, flexible and secure. Collaboration in a cloud environment also gives your business the ability to communicate and work together more easily, increasing overall productivity.**

**Our cloud transformation services provide end-to-end consulting, deployment and managed services to empower businesses and advance your journey towards intelligent communication with Webex.**

## **Where are the real cost savings in cloud communications?**

Based on a recent report by Wainhouse Research\*, we found enterprises could save roughly \$327,000 with Webex Cloud Collaboration solutions over a period of three years.

In the report, Wainhouse considered an example of a 1,000-user enterprise with an on-premises PBX that was looking to add meetings and team collaboration, initially for 800 users.

One option was to keep the PBX and add a standalone cloud collaboration solution. The other was to replace the PBX with fully integrated Webex cloud calling, meetings and team collaboration for all users.

In addition to lower costs, the report highlighted that the Webex Cloud Collaboration option provided benefits in two key areas:

- Operational simplification with future-proof, continuous upgrades to the latest user experience and capabilities.
- Full integration of calling, meetings and team collaboration, providing superior user experience and productivity.

If you want to know how you too can benefit from cloud collaboration solutions, engage us for a free consultation. We can help quantify your productivity gains and time savings, compare ongoing and reoccurring costs for Webex Cloud Solutions with other providers, and build a business case to justify your technology spend.

### On-premises vs cloud collaboration

Solution	Cost element	Type	Users	ASP	Year 1	Year 2	Year 3	Total 3-year costs
<b>On-premises with third-party meeting services</b>	PBX Maintenance and Upgrades	OPEX - 15% of license / user / year	1,000	\$24	\$24K	\$24K	\$24K	<b>\$1,335,000</b>
	Meetings: Standalone solution	OPEX - per-user-per-month	800 (80%)	\$25	\$240K	\$240K	\$240K	
	Voice Plan	OPEX - per-user-per-month	1,000	\$6	\$72K	\$72K	\$72K	
	Data Center	OPEX - two equipment racks / \$1k each per month	N/A	\$2,000	\$24K	\$24K	\$24K	
	Support Staff	OPEX - annual salary for 1 telecom support engineer	N/A	\$85,000	\$85K	\$85K	\$85K	
<b>Webex Collaboration</b>	Webex Calling + Teams + Meetings	OPEX - per-user-per-month	1,000 (100%)	\$22	\$264K	\$264K	\$264K	<b>\$1,008,000</b>
	Voice Plan			\$6	\$72K	\$72K	\$72K	
	Maintenance	Included		\$0	\$0	\$0	\$0	
	Data Center			\$0	\$0	\$0	\$0	
	Support Staff			\$0	\$0	\$0	\$0	
<b>Total savings</b>				<b>\$87,027</b>	<b>\$109K</b>	<b>\$109K</b>	<b>\$109K</b>	<b>\$327,000</b>
<b>Percentage of savings</b>					<b>32%</b>	<b>32%</b>	<b>32%</b>	<b>32%</b>

All amounts are in USD. Costs are based on Cisco Flex 3.0 pricing and Wainhouse estimates as of November 2020.

### What Webex Cloud Calling and UC can do for you



#### Improve productivity

Cloud collaboration solutions simplify communication environments and reduce IT workloads.



#### Reduce cost & complexity

The move from hardware to software can reduce your total cost of ownership (TCO) and capital expenditure (CAPEX).



#### Maintain control & visibility

Consolidating disparate solutions into a single tenant application provides you with an end-to-end view and critical controls over the user experience, and the data stored



#### Improve agility

The shift to cloud communications creates a model that scales up and down as your needs change



#### Accelerate time to market

Cloud technologies can reduce the time you spend launching applications and accelerate the process of creating and configuring your servers

## How NTT can help

We take advantage of Cisco's market-leading unified communications (UC) applications to deliver features including voice, voicemail, instant messaging, presence, and user mobility across a range of end-user devices.

The consumption-based service includes Cisco UC software, infrastructure, and application support on an all-inclusive basis, delivered from our global network of data centers on a dedicated, single tenant application infrastructure. In addition, our scalable cloud platform eliminates the need for capital investment on your part.



### Cross-technology expertise

Across multiple technology areas leveraging strong global partnerships with leading technology vendors.



### Industry leader

Cisco APJC Partner of the Year 2019  
Frost Radar award winner from Frost & Sullivan for Best Practices in UCaaS and Hosted IP Telephony 2020.



### End-to-end support

We deliver end-to-end migration and deployment support, as well as professional and proactive support services.



### Unified platform provider

We're a global Cisco partner delivering complete Cisco solutions with Cloud telephony and conferencing.



### Bridge consumption gap

We help customers maximize their ROI by accelerating the adoption of newly deployed services through the delivery of our OCM and proven training methodologies.

\*Source: Wainhouse Research, The Business Case for Webex Calling

We have a deep understanding of, and experience in, networking, security, data center and collaboration. We can guide you on your UCaaS deployment. We're able to support your entire ecosystem, from unified communications and collaboration to contact center, security and network managed services.

## About us

NTT is a global technology services company. Our cloud communications experts focus on delivering smart communication to enable smarter workspaces. Our mission is to provide world-class cloud communication solutions that enable dynamic collaboration interactions for improved workforce efficiency, productivity and engagement.



### Get in touch

If you'd like to find out more about our services, speak to your client manager or [visit our website](#)