

Maximize your ROI and cost savings with Webex Calling

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

For one, it allows you to minimize costs on your existing infrastructure by making it more scalable, flexible and secure. Collaboration in a cloud environment also give 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 that enterprises could save roughly USD 327,000 with Cisco 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 App for calling, meetings and messaging for all users.

The report notes that while actual mileage may vary, the below example highlights the cost savings that comes with cloud collaboration.

In addition to lower costs, the report highlighted that the Cisco cloud collaboration solutions option provided enormous benefits in two key areas:

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

Do 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 recurring 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
On-premises with third-party meeting services	PBX maintenance and upgrades	OPEX - 15% of license / user / year	1,000	\$24	\$24K	\$24K	\$24K	\$1,335,000
	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	
Cisco cloud collaboration solutions	Webex App for calling, meetings and messaging	OPEX - per-user-per-month	1,000 (100%)	\$22	\$264K	\$264K	\$264K	\$1,008,000
	Voice plan			\$6	\$72K	\$72K	\$72K	
	Maintenance	Included	\$0	\$0	\$0	\$0		
	Data center		\$0	\$0	\$0	\$0		
	Support staff		\$0	\$0	\$0	\$0		
Total savings				\$87,027	\$109K	\$109K	\$109K	\$327,000
Percentage of savings					32%	32%	32%	32%

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

What Webex Calling and UC can do for you

Improve productivity

Cloud collaboration solutions simplify communication environments and reduce IT workloads.

Reduce cost and complexity

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

Maintain control and visibility

Consolidating disparate solutions into a single tenant application provides 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 needs change.

Accelerate time to market

Cloud technologies can reduce the time spent on launching applications and accelerate the process of creating and configuring 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

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

We have a deep understanding of, and experience in, networking, security, data center and collaboration. This lets us offer valuable guidance 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.

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

Contact us

Get in touch with us for more details on how to get started or to discuss your cloud transformation requirements.

About Cloud Communications, a division of NTT

Cloud Communications (previously known as Arkadin) is a division of NTT, a global technology services company. Focused 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. Learn more at: hello.global.ntt