



Converged Solutions and Services



Mark R. Kruger
Chief Technology Officer

Converged Solutions and Services Reports Rapid Increase in the Popularity of Session Initiation Protocol (SIP) Trunking Among the Region's Small to Mid-sized Businesses

Numerous Benefits of New Communications Technology Driving Demand

DELRAY BEACH, FL — March 18, 2009 — Converged Solutions and Services, an industry leader in business communications, announced today that the company is seeing a rapid increase in the popularity for Session Initiation Protocol (SIP) Trunking among the region's small to mid-sized businesses. Numerous benefits of this relatively new communications technology such as cost, flexibility, and advanced business applications are driving the demand for SIP technology.

SIP Trunking typically allows businesses that have Internet Protocol-Private Branch Exchanges (IP-PBXs) to combine their voice and data services onto a SIP-based Trunk rather than use primary rate interface (PRI), T-1 or other types of Time-Division Multiplexing (TDM) links. Some service providers are offering IP Trunking to connect TDM-based PBXs or key systems to a SIP backbone, using an on-premises device to convert TDM voice to IP. In more simple terms, SIP supports any form of real-time communication regardless of whether the content is voice, video, instant messaging, or a collaboration application. Additionally, SIP enables users to inform others of their status, their availability, and how they can be contacted before a communication is even initiated.

Many SMBs have made the transition to VoIP; however, most are

only using it for communication on the LAN. In this scenario VoIP is only being used as a one-to-one replacement for traditional telephony. These businesses realize a sound return on investment by lowering administrative costs as well as costs associated with calls made within the company. SIP Trunking, on the other hand, provides a greater return because it takes VoIP a step further. For instance, full potential for IP communications can be realized only when communication is taken outside of an organization's LAN. SIP trunks thus eliminate the need for local PSTN (Public Switched Telephone Network) gateways, costly BRIs (Basic Rate Interfaces) or PRIs (Primary Rate Interfaces). Furthermore, it directly operates with existing IP-PBXs so there is no need for additional hardware.

"The SMB marketplace has started to really embrace SIP Trunking because it will dramatically increase their profitability and give them a competitive advantage," said Mark R. Kruger, chief technology officer of Converged Solutions and Services. "Until now most companies would have purchased a PRI or multiple access lines and a data connection. SIP lets them converge their traffic onto a single line. Outdated technology, inefficient networks, and a down economy are driving SMBs in this direction — customers have excess bandwidth on their data networks and they want to see how they can best utilize or reduce it."

"SIP's flexibility supports our position as our customers trusted communications advisor. After we understand they're strategic business objectives we can use the breadth and depth of SIP technology to support all of their needs," added Mr. Kruger. "Soon SIP will become a more popular and meaningful acronym than VoIP."

ABOUT CONVERGED SOLUTIONS AND SERVICES

Converged Consulting, Inc., founded in 1998 by Mark Kruger, formed Converged Solutions & Services (CSS) in June 2004 to provide customers with a combination of the industry's most comprehensive and proven voice, data, and video integrated solutions and the unmatched expertise of its VoIP telephony and data engineers.

With over 20 years of industry experience, CSS is a customer-driven and results-oriented Value Added Reseller. Their team of factory certified professionals assists businesses with all phases of planning, design, installation and maintenance for their communications systems.

CSS is a state certified network infrastructure provider offering total on-site project management from start to finish. The company services customers of all sizes throughout Florida and the Caribbean.

For more information on CSS, please call (561)272-1211 or visit www.cssvoip.com.