



Uncovering the total cost of ownership

With on-premises systems, the upfront costs alone can be daunting. First you'll need on-premises analog PBX hardware, which is used to manage your call flow and extensions. This major item can cost up to \$1,000 per employee. And according to one estimate by PCG Telecom & Data Network¹, running an on-premises PBX for 75 extensions costs about \$75,000 upfront. Additionally, you'll have to purchase new phone hardware.

But surprisingly, these costs still only touch on the totals you can look forward to with an on-premises phone system. The total cost of ownership, or TCO, can balloon before you even notice.

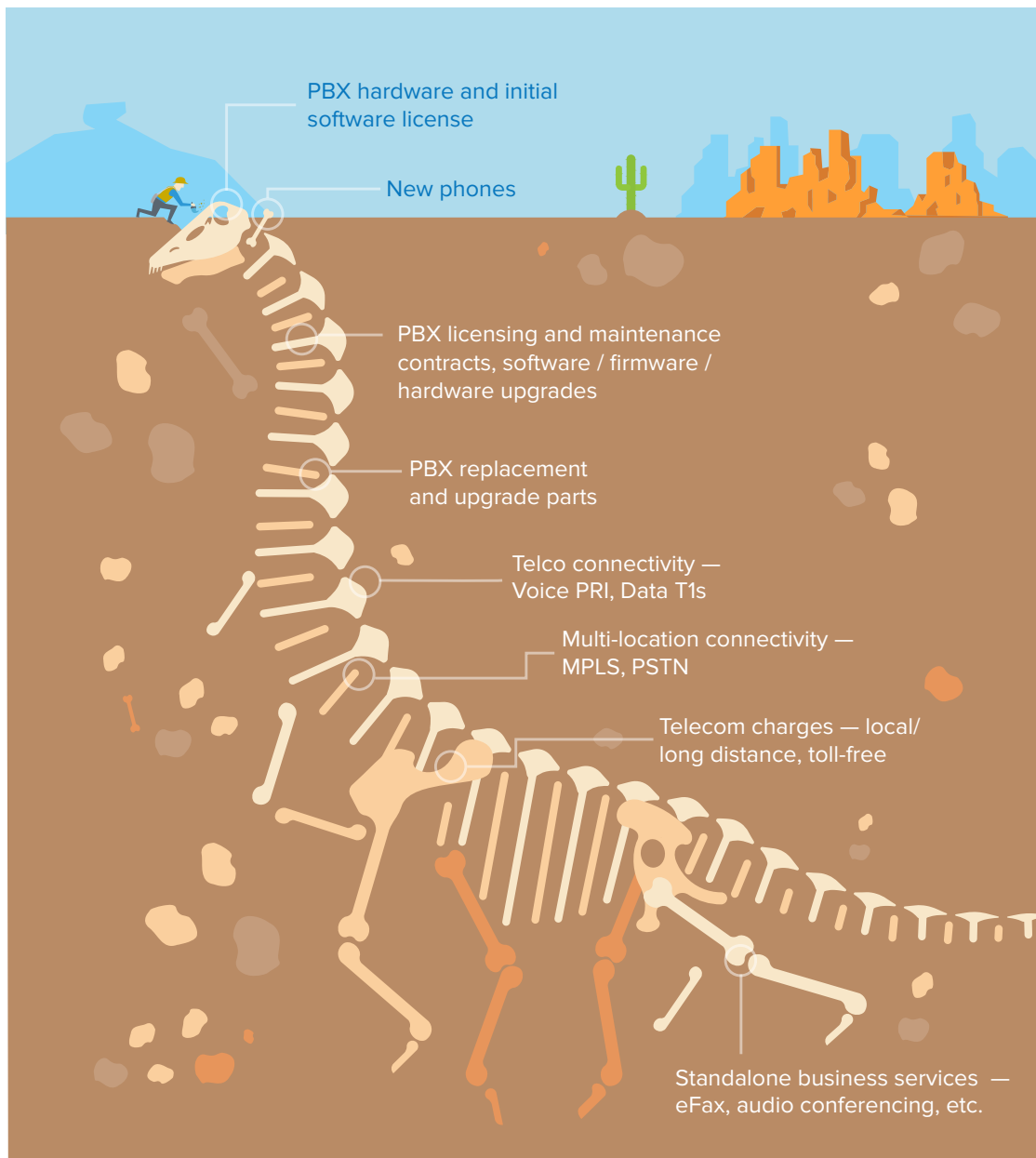


Figure 1. Analog phone systems are hiding their true costs below the surface.