

# Oklahoma-Based Leverages Investment in Fiber Expands Business to Include Hosted PBX Services

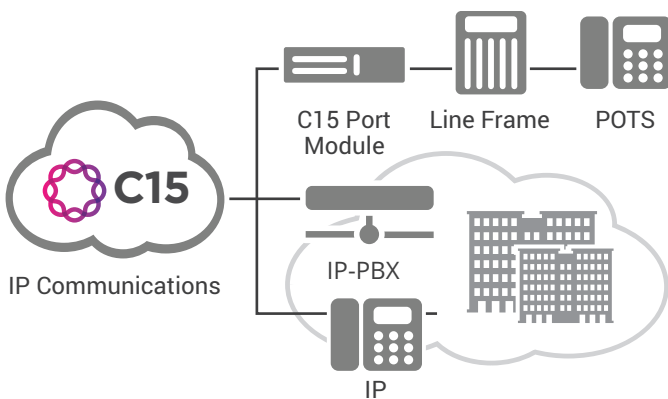
## **C15** Solution: C15 Call Controller & the Ribbon Application Server

### Customer

Dobson Telephone is a privately owned telephone company founded by Mr. and Mrs. E.R. Dobson. Dobson serves nine contingent exchanges in western Oklahoma and three in eastern Oklahoma. These include Taloga, Leedey, Cheyenne, Erick, Reydon, Camargo, Roger Mills, Vici, McCloud, Newalla and Stella. Dobson has approximately 11,000 subscribers and 70 plus employees.

### Challenge

Dobson invested heavily in building out their fiber networks. They realized they could take advantage of a vast fiber footprint and sell valued added services – including serving subscribers outside their traditional ILEC market.



### Solution

Dobson choose Ribbon because of the simple straight forward product offering – taking advantage of licensing vs. more capital outlay - and flexible pricing. Dobson already had Ribbon’s C15™ Call Controller in place, and realized the could roll out hosted PBX services in order to more aggressively serve the business market. The Ribbon Application Server along with C15 enabled Dobson to grow, cost efficiently and with a much simpler operational process.

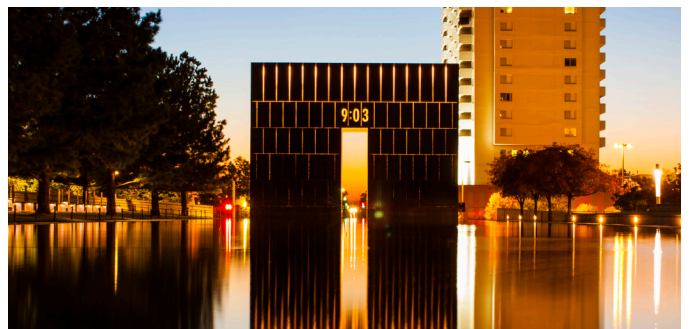
### Testimonial

“At Dobson, we aim to delight our customers, whether they are at home or in their places of work. We are an active member of our community, and being able to support businesses means we also help support jobs and families. The team at Ribbon is like family to us – they have gone the extra mile to ensure we are getting the most out of our investment, are planning for the future and are able to bring new services to market with sales and marketing support programs.”

*Larry Fuller, Vice President,  
Dobson*

### Result

Successful end user turn-ups and high customers satisfaction. Dobson is now generating more revenue on a fiber network they have heavily invested into. They are encouraged by the initial success of the pilot program, and are now pushing ahead with a full sales campaign, leveraging also Ribbon’s go-to-market assistance program.



[www.ribboncommunications.com](http://www.ribboncommunications.com)

© 2018 Ribbon Communications Inc. All rights reserved, v0118. The content in this document is for informational purposes only and is subject to change by Ribbon Communications without notice. While reasonable efforts have been made in the preparation of this publication to assure its accuracy, Ribbon Communications assumes no liability resulting from technical or editorial errors or omissions, or for any damages resulting from the use of this information. Unless specifically included in a written agreement with Ribbon Communications, Ribbon Communications has no obligation to develop or deliver any future release or upgrade, or any feature, enhancement, or function.

Ribbon Communications is a registered trademark of Ribbon Communications, Inc. All other trademarks, service marks, registered trademarks, or registered service marks may be the property of their respective owners.