Ribbon Connect for Microsoft Teams Direct Routing
Simplify Adding Calling Services to Microsoft Teams

As Microsoft Teams has experienced an explosion in growth, organizations using Teams are looking to add voice services to enhance or replace telephony hardware. Ribbon Connect provides a frictionless way for service providers, value-added resellers, and system integrators to quickly tap into this rapidly expanding market. Our cloud-based service securely connects Teams Phone System to a service provider for dial tone, enabling native Teams calling. It also offers integration with existing PBXs/phones and contact centers to protect existing investments and business processes. Ribbon Connect accelerates time to market and delivers strong margins, without having to invest in hardware or software infrastructure.
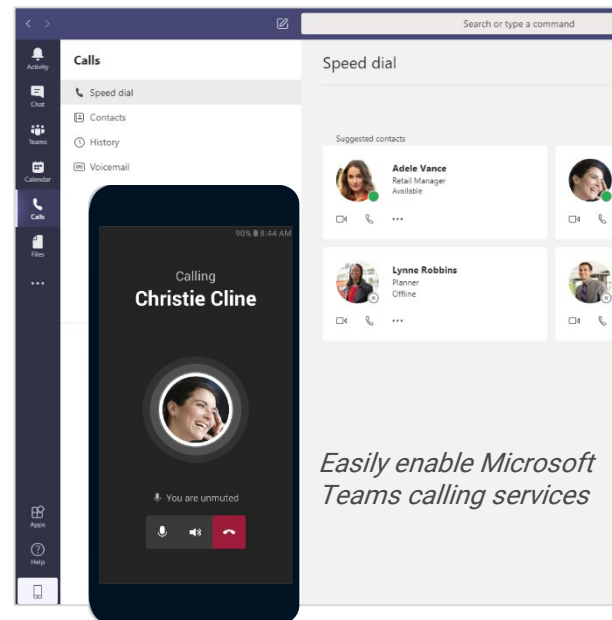
Ribbon Connect Simplifies Teams Direct Routing

Ribbon Connect is a cloud-based service that securely connects new or existing phone lines, numbers and calling plans to Microsoft Teams. The service runs in Microsoft Azure and includes a fully automated deployment process that combines multiple days of planning, configuration and deployment into a single button click. Service Providers and VARs can quickly offer a new set of services that extends the value of Teams to deliver Phone System services. Customers can use Teams calling to enhance an existing PBX experience or migrate to Teams for all their phone services.

Service Providers & VARs need Ribbon Connect

Ribbon Connect enables you to meet customer needs and start collecting revenue now.

- Easy to sell and support
- A managed Cloud service with no set-up or configuration charges, pay as you go
- Low support overhead, no hardware or software to deploy or maintain

Easily enable Microsoft Teams calling services

Microsoft Teams Calling is already in demand	Simplify Deployments	Global Access
- Businesses are already asking for Teams connectivity – huge growth curve - Retain current SIP trunking revenue - Opportunity to take share from slower moving competitors	- Powerful auto-configuration tools - No need for special skills or training for deployment - Simple to support and great service backup	- Deployed in Microsoft Azure across 3 continents - High-availability architecture - Supports full end-to-end encryption and secure access control
Get to market now – before the competition takes your best customers	**The easiest way to provide and support SIP Trunking services for Microsoft Teams**	**Provide services to multi-national and security-sensitive customers**

Elevate Your Microsoft Teams Opportunities

Create new revenue streams - protect existing

- Have a new offer for over 100M Microsoft Teams users
- Microsoft Teams growth 2020 forecast - 275%
- Ribbon Connect is a great way to grow reoccurring revenues from existing and new customers

Tech friendly and customer ready

- No PowerShell or SBC administration knowledge is needed
- Ribbon Connect 5-minute setup gets customers talking quickly
- Simplified deployment model accelerates customer adoption (and revenue) and gives clear solution differentiation
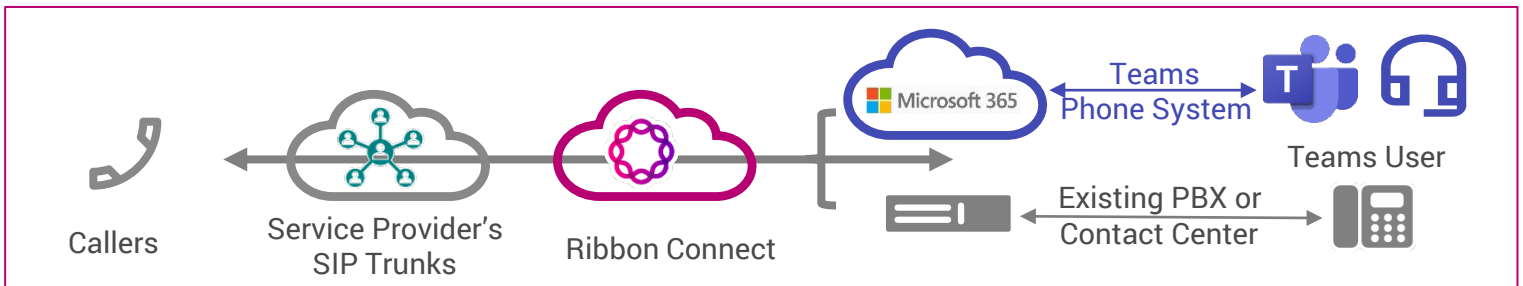
From a trusted leader in real-time security

- Ribbon has multiple options to enable Direct Routing, from traditional hardware to software to as a service offerings
- Providers can use Ribbon solutions regardless of the businesses model they need
- The relationship and value to the customer is maintained

Businesses are Moving NOW

The health crisis in 2020 drove an exponential growth in Teams users. As a result, CIOs and IT managers are aggressively looking for ways to use Teams to reduce their spend on legacy communications systems.

Try it Today

- Ribbon makes it easy to try the service and verify our claims
- We provide test accounts and support for you to validate interoperability and demonstrate the service to customers
- There's no hardware or software to deploy - in minutes you can set-up accounts and have calling services available for you or your customers

Create more value sooner and differentiate your Microsoft Teams offer

- Open-up a new market opportunities leveraging current PSTN expertise.
- A simple global cloud service, set up and configured without specialist skills
- Extend the value of an existing PBX or use Teams as a PBX replacement
- Maximize the value potential presented by Microsoft's fastest growing Business App *ever*.

Contact Us Contact us to learn more about Ribbon solutions.

Solution Brief

ribbon