

## MercuryTel vs. Traditional Phone Systems

| Traditional Phone System  | MercuryTel  |
|---|---|
| High up-front cost  | Low up-front cost   |
| Reliable hardware   | Reliable hardware   |
| Advanced features require expensive hardware and licenses         | Advanced features included at no additional cost              |
| Upgrading to new technology is expensive                          | Feature updates are free, phones can be upgraded at any time  |
| Long deployment schedule  | Fast deployment anywhere                                      |
| Phone system dealer support is expensive                          | Unlimited PhonePro support included                           |
| Repairs cost out-of-pocket or by annual maintenance contract      | If anything breaks, we fix it                                 |
| Phone system dealer charges trip fee plus hourly rate for changes | Mercury PhonePros make changes for free                       |
| Technology ages and has to be replaced                            | Never replace your system again                               |
| System expansion limited, may purchase extra "just-in-case"       | Buy what you need now, expand as much as you want at any time |
| Good feature set  | Excellent feature set   |
| Reliability and quality determined by phone lines                 | Reliability and quality determined by network connection      |
| Phone line redundancy very expensive                              | Redundant network connection affordable                       |
| Professional installation by phone system dealer                  | Professional installation by Mercury PhonePros                |
| Phone call capacity limited by lines                              | All phones can be used simultaneously                         |
| Direct Numbers require a T-1/PRI                                  | Direct Numbers are always available                           |
| Limited teleworker options  | Teleworker and mobile capabilities built-in                   |
| Local and long-distance calling costs extra                       | Local and long-distance calls included                        |
| Expensive to connect multiple sites                               | Multiple sites supported natively                             |
| Limited disaster recovery   | Disaster recovery built-in                                    |
| Second phone switch for failure recovery expensive                | MercuryTel has redundant phone switches already in place      |