

(Top banner: Teleira Logo on left side, 'Selling VoiceShield' on right side?)

<u>Key Questions To Ask The Prospect</u>	<u>VoiceShield</u>	<u>Effective Communication</u>	<u>Cover All Outages</u>
How effective is your current backup plan at providing alternate forms of communication beyond voice?	Backup an entire phone system with 24/7 OB and/or IB solutions for any environment.	Full suite of features to help achieve Continuity of Operations (COOP) <ul style="list-style-type: none"> - Real-time control - Auto-attendant/Integrated Voice Response (IVR) - Find me/Follow me - Voicemail/Fax recovery - Conference Bridge - Boomerang - Unlimited Directory - Uniform Call Distribution (UCD) - Pre-recorded hotlines - OCN/DID Functionality 	Effective solutions combined with industry leading Best Practices. Works in any environment during major and minor outages. <ul style="list-style-type: none"> - Carrier Failure - Equipment Failure - Last mile - Natural Disaster - Power Failure - Evacuation
Does your current backup plan rely on the public infrastructure (secondary carrier, last mile connection, etc.)?	Cloud-based or connected to your PBX. Alternate path connectivity with high quality, DOD grade Satellite and/or Internet.		
What is the potential financial impact if your business lost telecommunications for several hours, days?			
Is your current backup plan always on or does it require activation by a third party?			
Is your current backup plan static? How difficult is it to make changes on-the-fly? How difficult is it to activate your backup communication plan?			
On a scale of 1 to 10, How beneficial would the ability to send incoming calls to any of the following? Cell, desk, Skype, alternate locations?			
Does your hospital comply with the Medicare / Medicaid requirements for backup communications?			
Given the current transition of 9-1-1 networks to Next Generation, can your telecommunications withstand the predicted increase in "Sunny day" outages?			

(Possible footer copy)

Get calls to the people they were meant for with an easy to use, sophisticated solution that keeps organizations communicating effectively during disruptions large and small.

100% add-on solution to primary communications – replaces no existing equipment or service.

(Top: Teleira Logo on left side, 'Selling VoiceShield' on right side.)

<u>Common Voice Recovery Challenges</u>	<u>Key Benefits</u>	<u>Potential Cost Offsets</u>	<u>Identifying Opportunities</u>
<p>Bad experience with handheld satellite phones.</p> <p>Backup carrier in place (still reliant on primary carrier and infrastructure).</p> <p>Budget is lean with little to no existing DR/Continuity products.</p> <p>Continuity/DR is viewed as nice, but not "must have".</p> <p>Identifying/communicating with the right people.</p> <p>Concern over time consumption to implement.</p> <p>Concern about learning a new "system". Worry about solutions with escalating charges if the system is used.</p> <p>Ease of use.</p>	<p>Always on, always ready.</p> <p>Maintain a fluid presence with outside caller.</p> <p>Maintain critical employee communication.</p> <p>Real-time control Easy to implement and use.</p>	<p>Elimination of redundant services:</p> <ul style="list-style-type: none"> - Conference Bridge - Secondary Carrier - Outbound Notification - 3rd party messaging service - Analog backup phone conversion (satellite) - Reduce cost associated with other hardware redundancy. 	<ul style="list-style-type: none"> - Organizations focused on Continuity of Operations (COOP) - Implementation of new voice technology (at cutover) - Recent disruption. - Technologically progressive. - Any industry where losing communications can mean lives or dollars lost. - Industries that have regulations or accreditation related to backup communications.