



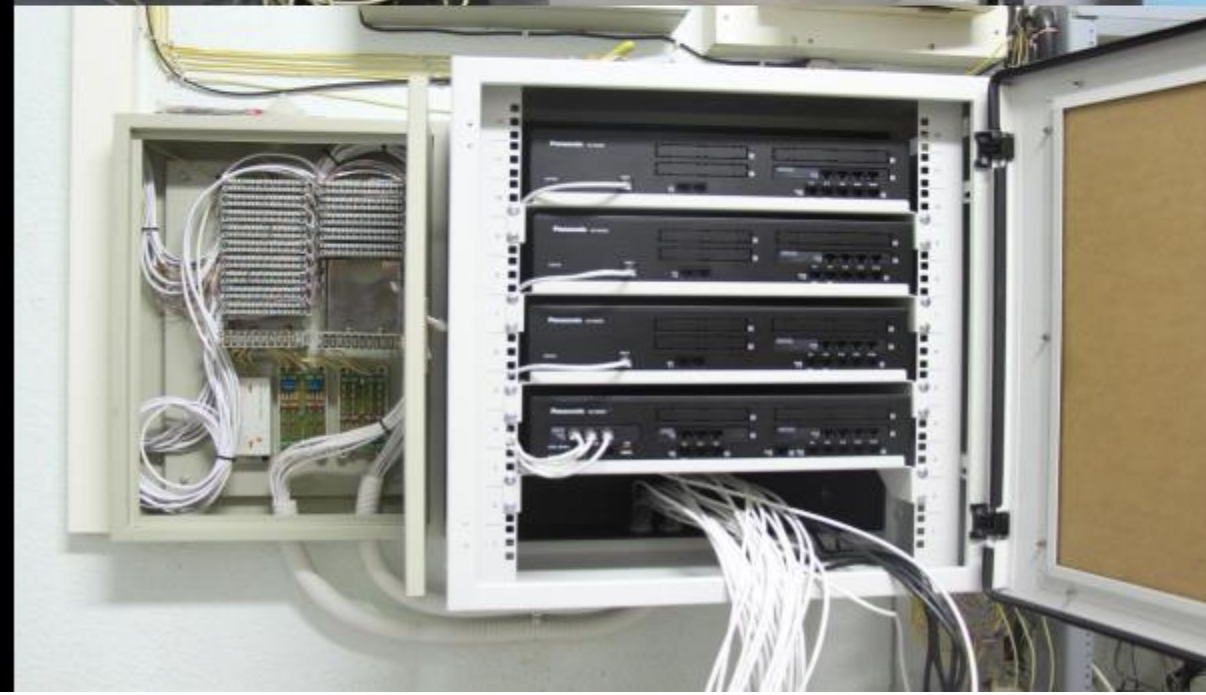
Meet Business Needs with Unified Classic + Modern Calling

Pongsatorn Pimol
Telco Network and Business Solution Manager
AIS

Traditional Way

PABX

- Space cost
- Maintenance cost
- Overhead cost
- CAPEX investment



Traditional Way

IP Phone

- Hardware cost
- Maintenance cost
- Overhead cost
- Hard for trouble shooting and configuration
- Hard to change configuration



Modern Way

- Mobility – Work from Anywhere
- Business no. embedded on your Mobile & PC
- Lower roaming cost with business no. calling from abroad
- NO space required for PABX
- NO overhead cost
- NO maintenance cost
- NO IP Phone
- CAPEX to OPEX



Stay connected with Microsoft Teams Phone



Chat



Meet



Call



Collaborate



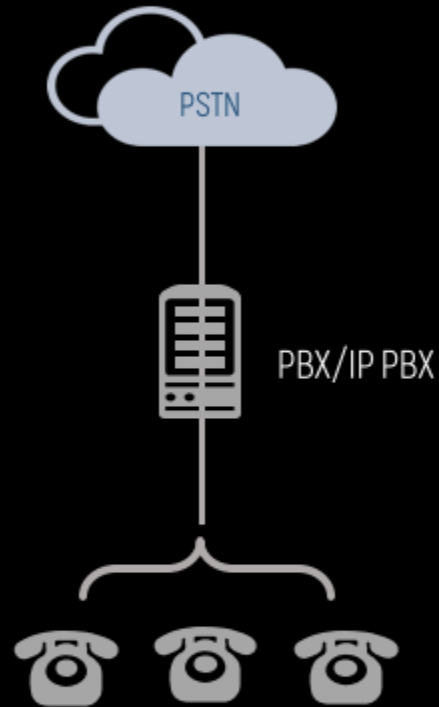
Microsoft Teams Phone
by AIS Network
with AIS Fixed Line No.

Microsoft Teams Phone Feature Transition

From PBX	To Teams Phone
Bridged call/Shared lines	Delegate feature
Call park	Call park
Call pickup	Group call pickup
Caller-ID	Caller-ID policies
Cover path	Call answering rules
Cover answer group	Call queues
Directory	Active Directory lookup
Distinctive ring	Ringtones
Single number reach	Call answering rules
Extend call	Call transfer to cell
Forward	Call forward settings
Group page	Group chat
History	Call history
Hold	Hold
Intercom	Teams calling and chat
Posted messages	Status feed
Send calls (to voicemail)	Status to do not disturb
Transfer (announced)	Consultative transfer
Transfer (blind)	Call transfer

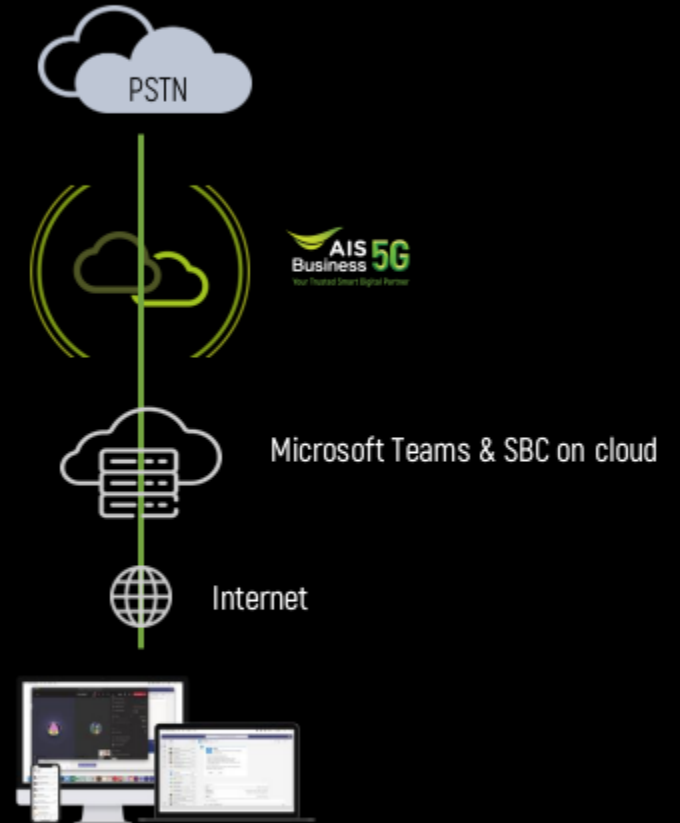


Traditional PBX & IP Phone



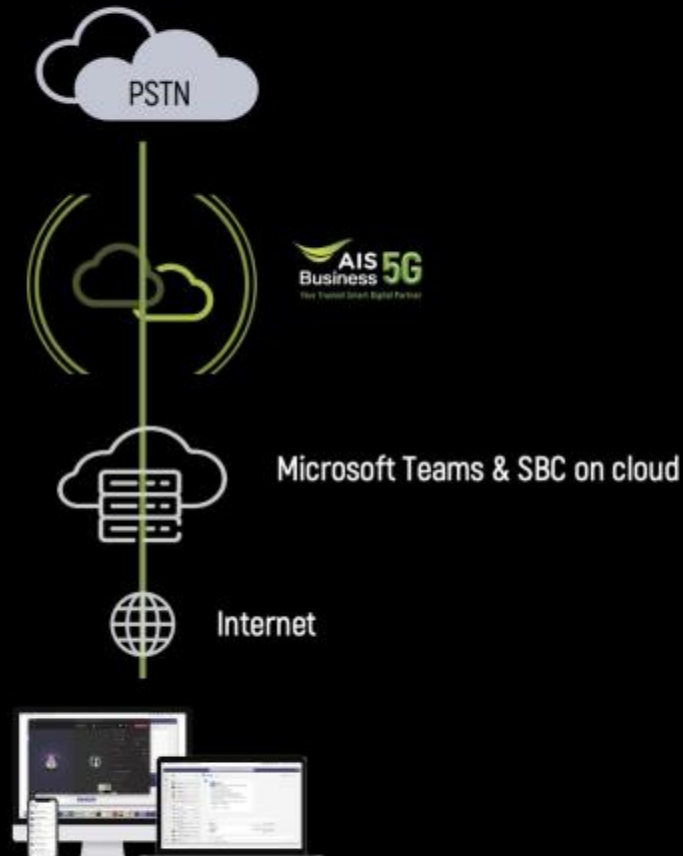
Less Mobility & On Premise

Microsoft Teams Phone by AIS



High Mobility & On Cloud

Why AIS



- Only one in Thailand integrating with Microsoft Teams seamlessly.
- More reliability with 2 dedicated links connecting with Microsoft and SBC on cloud.
- One stop service providing Microsoft Teams Phone and Fixed line no. for external calling.

Cost Savings



48%

Cost savings



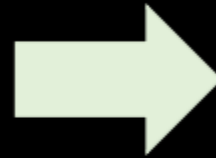
Roaming cost savings:

From **10-20 Baht/min** to **1-2 Baht/min**

from CAPEX to OPEX

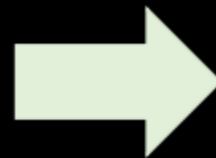
Start **4-5M** Baht
[CAPEX]

Traditional PBX & IP Phone



Start **310** Baht/user
[OPEX - Monthly]

Microsoft Teams Phone



Start **150** Baht/user
[OPEX - Monthly]
For E5 users

MS Teams Phone - Service Deployment

	Operator Connect	Direct Routing
Program Type	<ul style="list-style-type: none"> • Programmatic Approach to Operator Provided Calling 	<ul style="list-style-type: none"> • Not a Program. Core Functionality.
Interconnection	<ul style="list-style-type: none"> • Microsoft Azure Peering Service (MAPS) for Voice • Dedicated Portal/APIs for Trunk Setup and validation 	<ul style="list-style-type: none"> • TLS/SRTP over Internet • Carrier Tenant for setting up super trunk • Some Customer configuration required or delegated specifically
Number Provisioning	<ul style="list-style-type: none"> • Provisioning through API's to facilitate automation 	<ul style="list-style-type: none"> • None, need customer account or "admin on behalf" for executing PowerShell commands
Teams Admin Center	<ul style="list-style-type: none"> • Presence in the portal, customer can select the Operator for number provisioning, management, or assignment 	<ul style="list-style-type: none"> • None
Customer Experience	<ul style="list-style-type: none"> • Number visualized in the portal as Operator numbers • IT Admin can assign numbers to users directly from the portal 	<ul style="list-style-type: none"> • IT Admin or Operator needs to assign number through PowerShell • IT Admin or Operator needs to create assign Voice policies
Data sharing	<ul style="list-style-type: none"> • CDR/CQD (QoS)/SLA data provided to Operators through API's • Joint CDR for customers reporting 	<ul style="list-style-type: none"> • CDR/CQD data can be retrieved tenant by tenant using delegated access
Support / SLA	<ul style="list-style-type: none"> • Operator Tier 1 Support; Operator-Microsoft Model in place • Product Change Management and updates channel • Back to back SLA in place between Microsoft and Operator 	<ul style="list-style-type: none"> • Operator Tier 1 Support • Escalations through M365 Support or Premier Support • No SLA in place
Management	<ul style="list-style-type: none"> • Dedicated Management capabilities in Operator Portal/API (at GA) 	<ul style="list-style-type: none"> • Delegated Admin or Teams RBAC Access required from Customer
Total Cost of Ownership	<ul style="list-style-type: none"> • "As a service" model delivered by the Operator 	<ul style="list-style-type: none"> • SBC owned and operated by the Customer or Hosted/Managed by Operator

Fast & Easy

For complicated requirement

FAQs



Can I keep **my existing AIS Fixed line numbers** with Microsoft Teams Phone?



Can I keep **same numbers (non-AIS)** with Microsoft Teams Phone?



Can **PABX** connect with Microsoft Teams Phone?



Not using 0365 license from AIS, Can I use Microsoft Teams Phone with AIS?



Demo

- Team admin experience
- Teams call in/out to PSTN/Mobile
- Add people in the call
- Share screen
- Transfer call device
- Call Recording
- Call forward
- Multiring
- Call Waiting
- Merged call
- Call Blocker
- Voice mail

MS Operator Connect Price



Phone system license

Start 160 Baht/user

* For E5 user, no this cost



Service

Start 150 Baht/user



Airtime

Depend on usage



AIS Business
Call Center

1149



business.ais.co.th



AIS Business



AIS Business