

Teams Direct Routing



Manage tasks
via a **single
application.**



Integrated with
Microsoft Teams



Completely
Cloud-based solution



Increase productivity
by working in a **single
application**

nb.consult

Innovation | Architecture | Implementation

+27 (0)21 914 2348 | sales@nbconsult.co.za | www.nbconsult.co

Teams Direct Routing is the service that routes PSTN (public switched telephone network) traffic to and from Microsoft Teams. **This allows Microsoft Teams to be used as a fully-fledged Business Phone System.**

With the increase in remote working Teams Direct Routing allows Companies to **extend their current Phone systems** to be used by users wherever a Teams client can be installed.

There are **two key elements** that are required for Teams Direct Routing to function:

- Session Border Controller
- Sip Trunk/PBX

NBConsult Offer

NBConsult is an **award-winning Microsoft Partner** with extensive experience in Teams and Teams Direct Routing. With this experience NBConsult has developed a Teams Direct Routing model that allows customers to consume and maintain as much of the service as is required by their Company and IT department.

Hosted Teams Direct Routing is the ability for a client to consume Teams Direct Routing within their Office 365 environment **without the need to install, configure and maintain expensive and technical hardware.** NBConsult provides this service to customers on a per user cost.

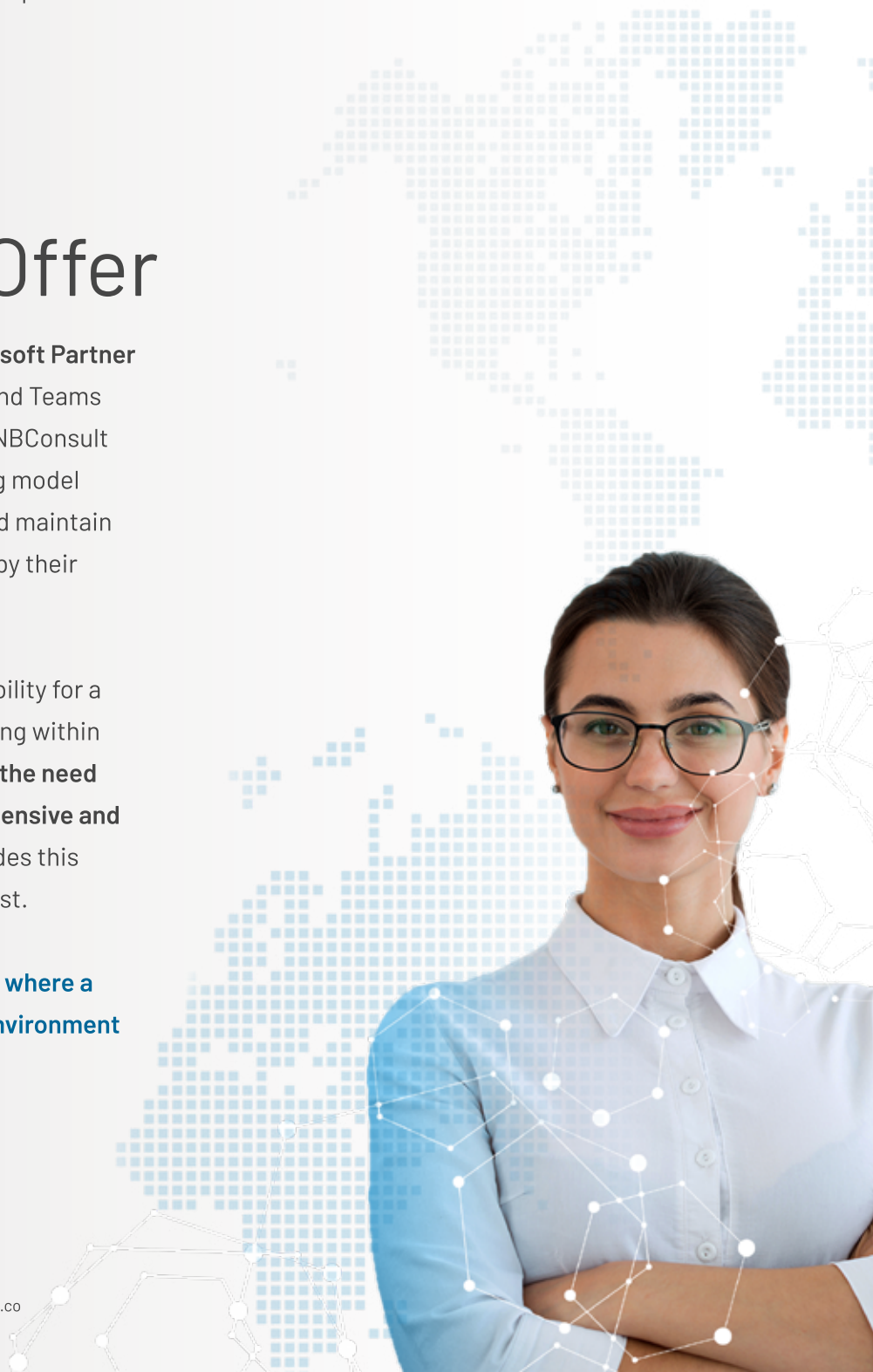
If a customer is looking for a solution where a PBX or SBC is required within their environment NBConsult has solutions as well.

**Can be used
wherever a
Teams client
can be
installed.**

nb.consult

Innovation | Architecture | Implementation

+27 (0)21 914 2348 | sales@nbconsult.co.za | www.nbconsult.co



Success Story

NBConsult demonstrated Microsoft Teams voice with Direct Routing for Hans Merensky Holdings (HMH) showcasing “no investment required” through a comprehensive proof of concept (POC). HMH opted for an **organization-wide Teams deployment with Direct Routing using a Microsoft Azure-hosted Session Border Controller.**

Using Teams as the collaboration solution, **NBConsult delivered a superior, integrated user experience with improved voice quality**, while raising the user’s productivity by integrating multiple Office 365 technologies into a single client.

The Teams voice solution has demonstrated a **20 percent reduction in call costs**, which is expected to rise as NBConsult drives adoption of the solution across HMH globally.

Microsoft Teams Direct Routing enabled NBConsult to move its Skype for Business practice to an end-to-end Microsoft Teams practice that **incorporates network assessment, first line support, adoption and training.**

Teams Direct Routing opened new markets and revenue streams that were previously unattainable to NBConsult, while also driving Azure adoption and revenue.

Problem Statement Resolution



Ability to **centralize communications** into one App.



Allows users to **work remotely.**



Ability to **Port current number ranges** to the service.



Manage calls from **within the Teams client.**



Reduced IT costs.

nb.consult

Innovation | Architecture | Implementation

+27(0)21 914 2348 | sales@nbconsult.co.za | www.nbconsult.co

NBConsult Offerings

Hosted Teams Direct Routing:

- Hosted PBX extension
- Hosted SBC session
- Monthly Costing Models
 - Monthly option
 - 12 Month commitment option
- Small fixed setup fee
- Calling cost options
 - Prepaid option
 - Post-paid option

Hosted PBX with client owned SBC service:

- Monthly PBX extension
- Purchase of AudioCodes SBC with session licenses
 - Option to Pay to Own" over 12, 24 or 36 months
 - Option to buy outright
- SBC installation and Microsoft Teams configuration costs
- Calling Cost option
 - Prepaid option
 - Post-paid option

"Bring your Own Trunk" with client owned SBC service:

- Purchase of AudioCodes SBC with session licenses
 - Option to Pay to Own" over 12, 24 or 36 months
 - Option to buy outright
- SBC installation and Microsoft Teams configuration costs
- Build own PBX solution / Connect SBC to current PBX solution.

NBConsult has an exclusive offer:

We include a **security assessment with the setup of hosted Teams Direct Routing** to provide clients with true value for money*.

*This offer is for hosted Teams Direct Routing only.

This exclusive offer is \$1000.00

Microsoft
Partner



Gold Cloud Productivity
Gold Cloud Platform
Gold Messaging
Gold Enterprise Mobility Management
Gold Windows and Devices

nb.consult

Innovation | Architecture | Implementation

+27(0)21 914 2348 | sales@nbconsult.co.za | www.nbconsult.co