



# What's Your POTS Replacement Plan?





# Market Concerns



## Increasing Costs

Analog Line cost are over inflated and soaring year over year



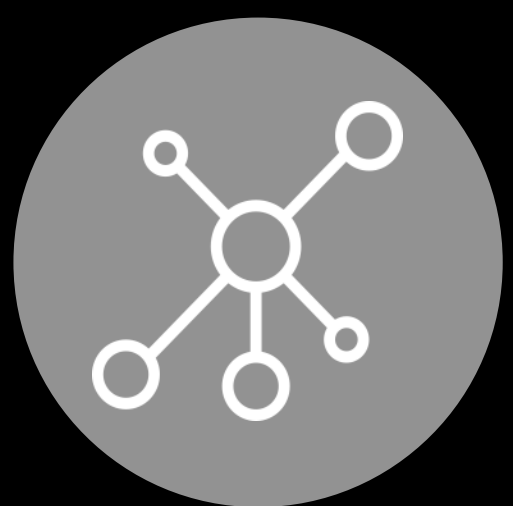
## Billing Clarity

Complicated billing and unnecessary fees are challenging to understand actual line cost



## Dependability

Aging infrastructure & breakdown promote down time with voltage spikes & outages



## Up or Down?

Blind spots and failures raise concerns on Life Safety and Mission Critical lines



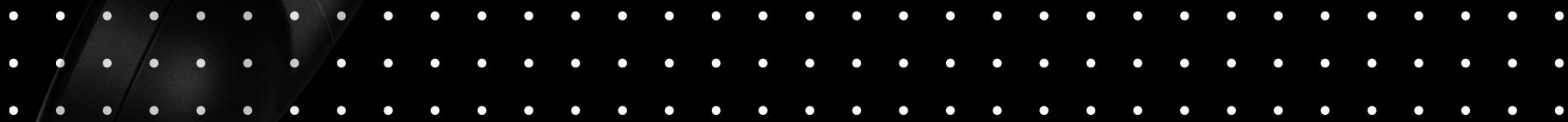
## Service & Repair

Increased expense and service time concerns due to aging platform



## Static Platform

Antiquated architecture limits evolution to new technology and solutions







# FCC FCC Order

Decommissioned

"FCC order (19-72A1  
(issued August 2 2019) has officially granted  
telecommunications carriers permission to abandon  
outdated, degrading copper POTS lines".

"FCC order mandates that customers  
and resellers of POTS line services must transition to  
an alternative  
service on or before August 2, 2022"







# Why Now?

## Switches Are Being Turned Off

- Population dense areas affected first
- Rapid decommissioning in 2022 (post COVID)
- Accelerated demand for alternative solutions
- Fiber complicated and costly
- Race to deployment
- Provider's Market
- Making the right decision



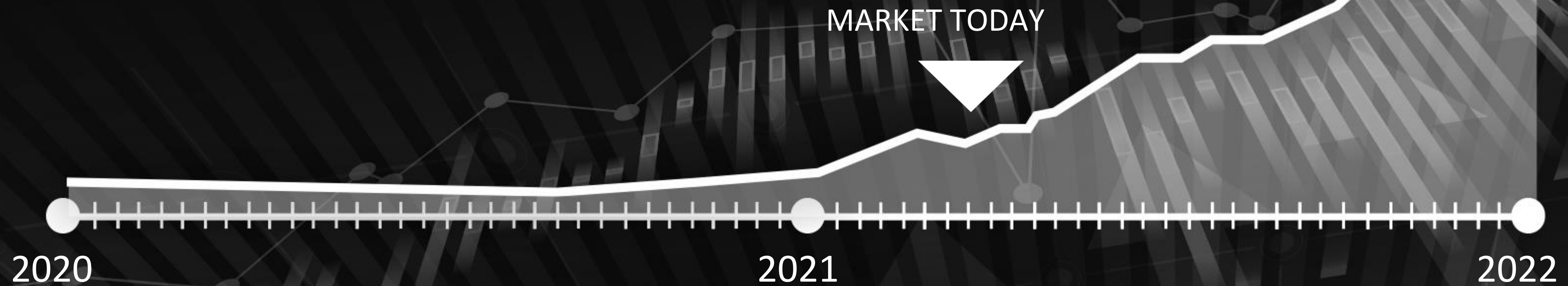




# Why Now?

## Accelerated Decommissioning

By 2022, workforce and supply shortages will continue to shrink with high demand – rapidly increasing time to install and cost.





# Why Now?

Decommissioning Will Accelerate



## URBAN AREAS WILL BE AFFECTED FIRST

In 2021-22, supply of equipment and manpower will be constrained – driving costs up and increasing time to install

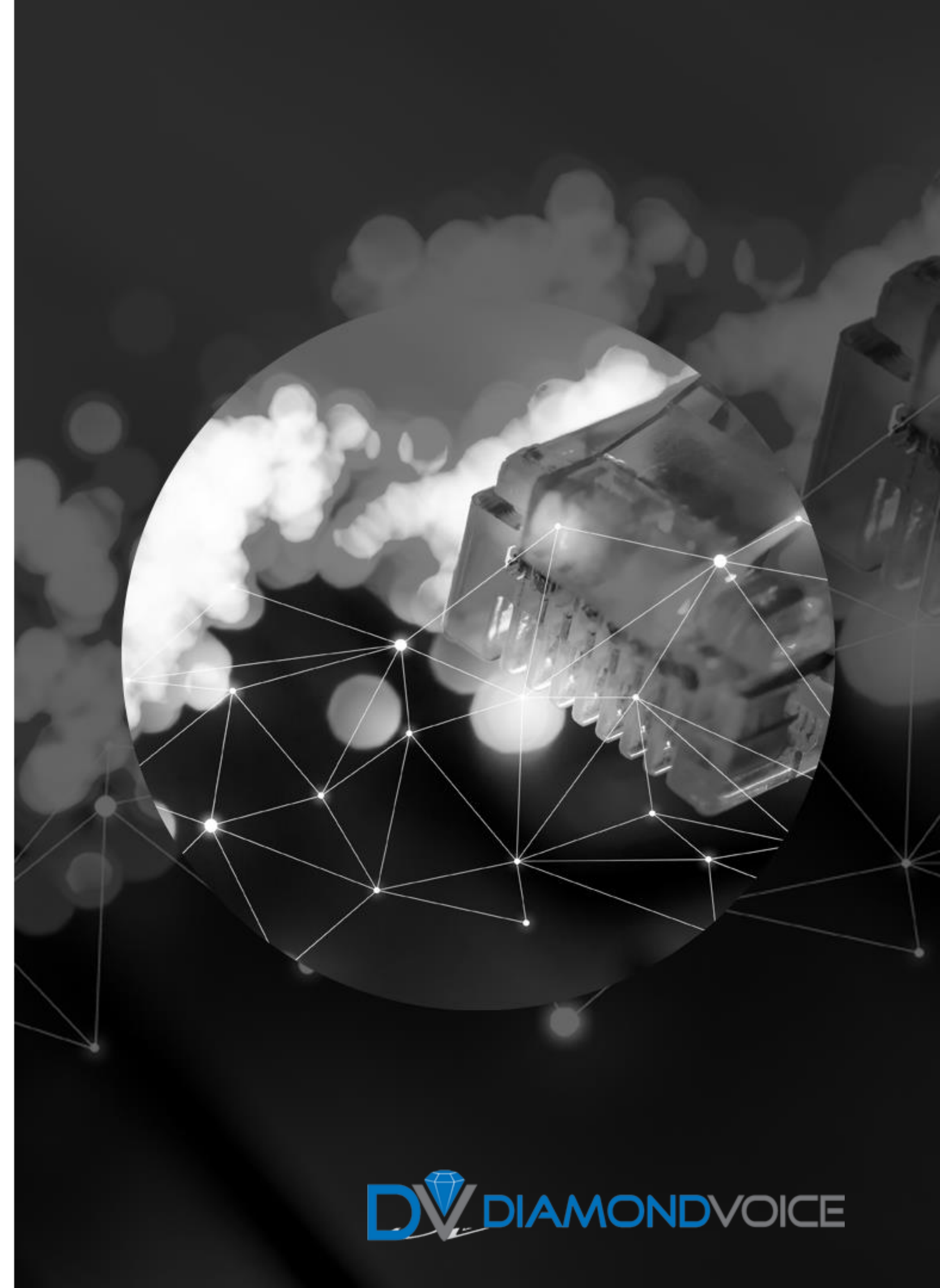




# Applications:

We make POTS replacement fast, easy & affordable.

- Fire
- Alarm
- Voice
- Elevator
- Fax
- Blue Light
- Point of Sale
- Security Gate Door Access
- Panic Button
- Meter Reading
- Modem / Out of Band Management
- SCADA Application
- Internet Backup





# Diamond Voice Cloud Telephone Services

Has long standing reputation in providing best in class solutions and services to SMB & Enterprise customers.



## Bottom Line Savings

Drive significant savings 30% to 50% with a more reliable service and network.



## Ramp Fast

Deploying fast, optimizes bottom line savings. Cadence and pace on demand.



## Performance Today & Tomorrow

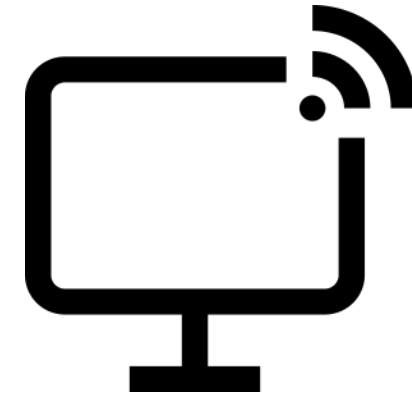
New technology improves performance today offering upgrade path to 5G when ready.



## Uniformity

Multiple Telco providers are no longer needed. Consolidate, simplify with one solution.





Complete Solution Providing:

- ✓ **Technical Support**
- ✓ **Active Monitoring**
- ✓ **Service Status & Alerts**
- ✓ **Remote Diagnostics and Resolution**
- ✓ **Lifetime Warranty**
- ✓ **Nationwide Certified Technicians**
- ✓ **Fully Cloud Managed**





## Cutting-Edge Hardware

- CAT 4 to CAT 18
- 24 Hour Battery Backup
- Up to 16 FXS (analog) Ports
- Advanced Routing Capabilities
- Optional WiFi, Failover, QOS
- Cloud Management Portal
- 5G Upgrade Path

Our solutions  
are code complainant  
in the United States  
(all 50 states & Canada).



FCC approved as a life  
safety connection

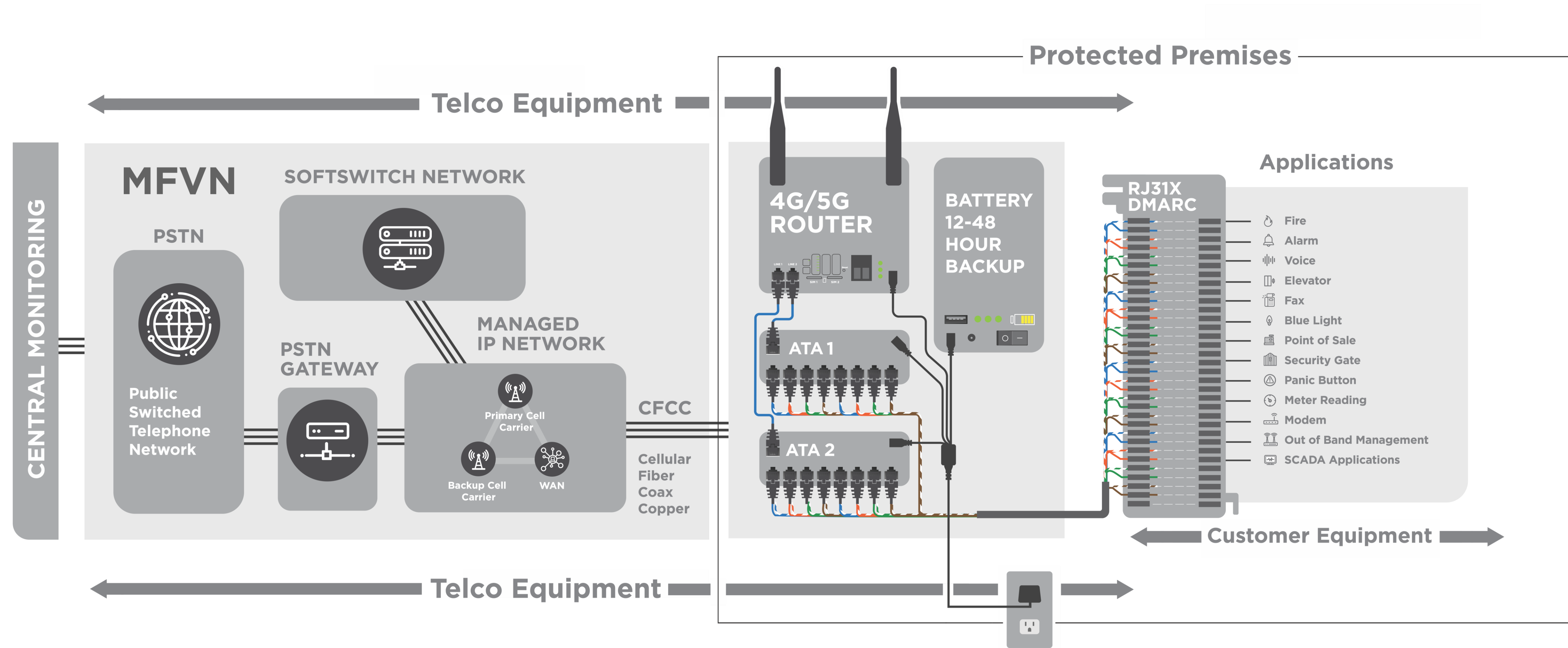


Underwriters laboratory  
listed & approved

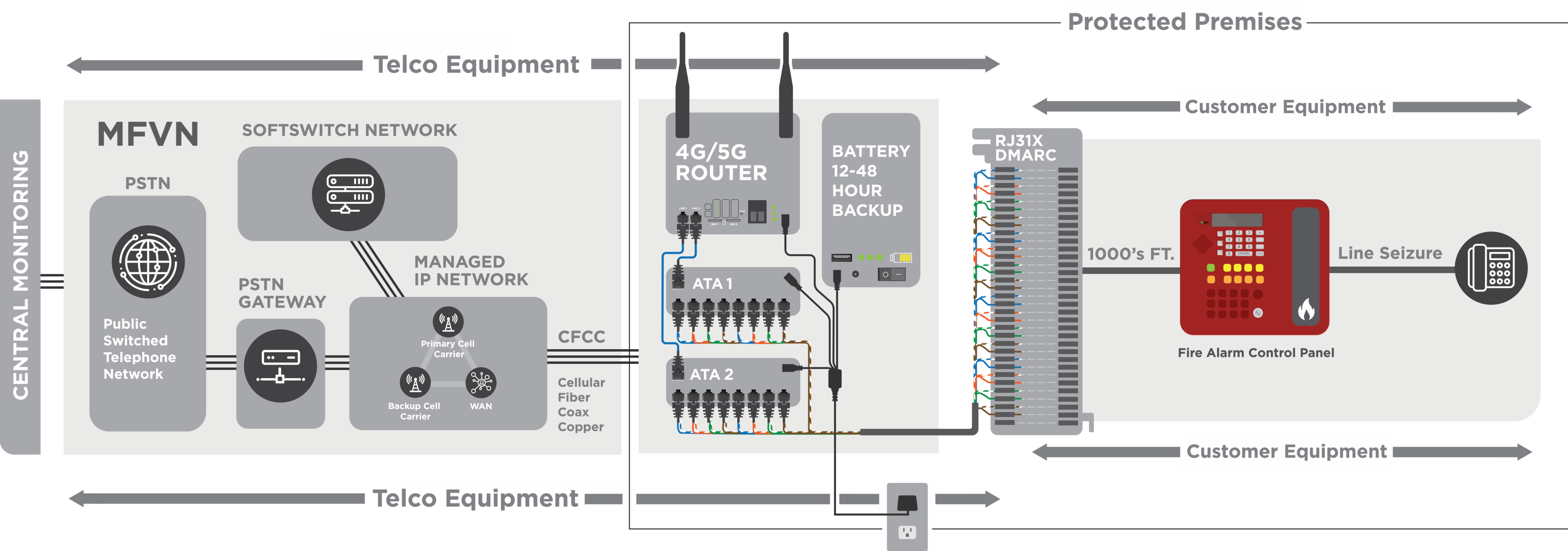




# NFPA 72 Model for MFVN Compliance



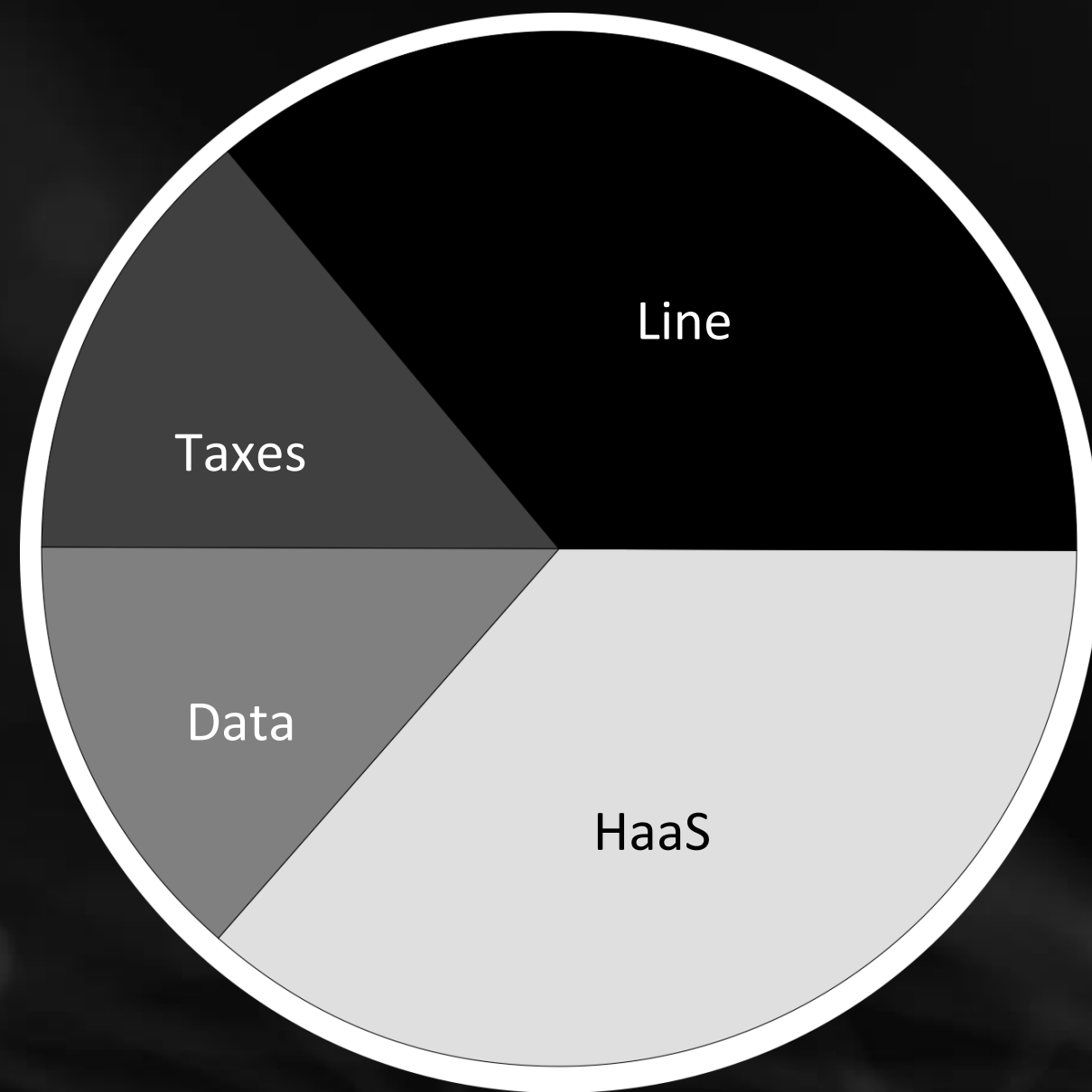
# NFPA 72 Model for MFVN Compliance







# POTS Line Price Comparison

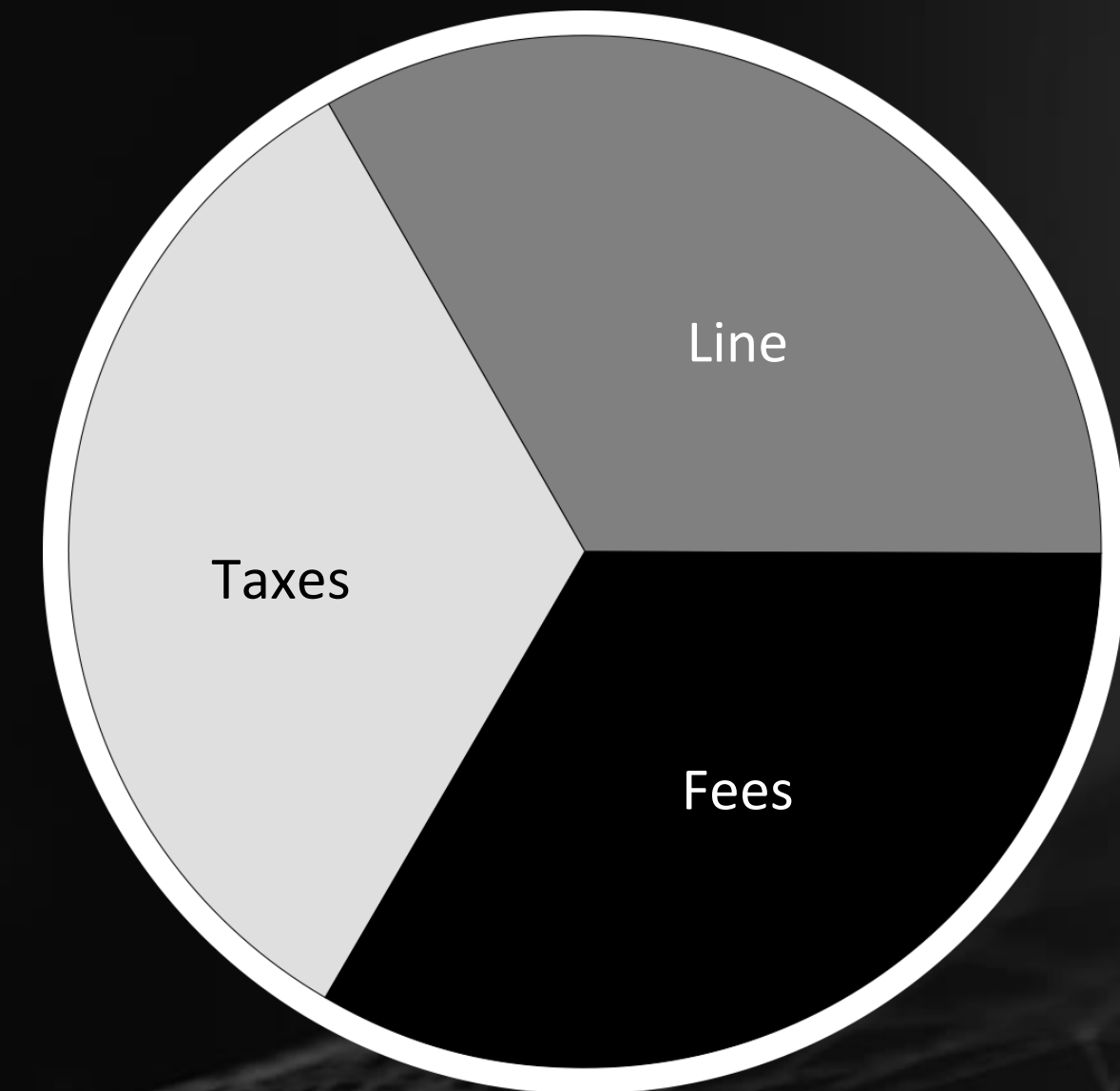


\$35 → \$55

Enhanced Wireless POTS line cost



Performance



\$65 → \$125

Traditional Copper line cost



Thank  
You.

