

AOS EXPRESS

VoIP Providers Top List Of Thriving Industries



By Phil Izzo

The Wall Street Journal - Online

Not every industry was decimated by the recession, in fact some areas of the economy are thriving.

As a counterpoint to a recent report on the top 10 dying industries, research firm IBIS World has released a list of the top 10 fastest growing industries. Unsurprisingly the list is led by the tech and environmental sectors, which take up eight of the ten spots.

There's good news, though, for some of those on the list of the top 10 dying industries. While wired telecom carriers dominated the dying list, voice over internet protocol leads the list of thriving industries, illustrating the shift from one technology to another. VoIP revenue grew 194% from 2000 to 2010 to \$12.5 Billion, and growth through 2016 is projected at almost 20%.

Carrier of the Month



Nitel is spotlighted this month. They have proven to be a valuable partner by showing the following strengths on two recent deals:

- Flat Rate Pricing - Nitel offers internet and MPLS Tr's for \$469. An amazing value!
- Rural Coverage - Nitel was able to provide cost-effective service to two different customers in rural areas of Arkansas and New Mexico.
- As a reseller, Nitel has relationships with over 100 carriers, which makes them a good source for solutions in remote, sparsely populated locations.

Hotel Upgrades Services With No \$\$ Increase

A hotel in Silicon Valley had an existing 4.5M wireless connection and analog lines. Our sales engineer more than doubled their bandwidth to a 10M Ethernet circuit and a PRI, for the same

price. Working with Telepacific, AOS was able to deliver a huge increase in bandwidth and much more efficient voice service while keeping the customer's monthly telecom spend the same.

July Commission Special:

Hosted VoIP Sales Mean 20% Residual Commission

T4 Telecom is a flexible, affordable Hosted VoIP provider that can provide the features businesses need to operate efficiently. Losing a PBX sale because of cost? Hosted VoIP can be the

answer. With prices as low as \$14.95 per seat, T4 delivers service and value. Refer your customer, get commission on the hardware sale AND residual commission for the life of the client.

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