



Maximise your ROI and cost savings with Cisco Webex Calling

Unified Communications as a Service, or UCaaS, is one of the most economical and efficient ways to manage communication and collaboration across your organization. How exactly?

For one, it allows you to minimize costs on your existing infrastructure by making it more scalable, flexible and secure. Collaboration in a cloud environment also give your business the ability to communicate and work together more easily, increasing overall productivity.

Our cloud transformation services provide end-to-end consulting, deployment and managed services to empower businesses and advance your journey towards intelligent communication with Cisco Webex.

Where are the real cost savings in cloud communications?

Based on a recent report by Wainhouse Research, we found that enterprises could save roughly \$327,000 with Cisco Webex Cloud Collaboration solutions over a period of three years.

In the report, Wainhouse considered an example of a 1,000-user enterprise with an on-premises PBX that was looking to add meetings and team collaboration, initially for 800 users.

One option was to keep the PBX and add a standalone cloud collaboration solution. The other was to replace the PBX with fully integrated Cisco Webex cloud calling, meetings and team collaboration for all users.

The report notes that while actual mileage may vary, the below example highlights the cost savings that comes with cloud collaboration:

In addition to lower costs, the report highlighted that the Webex Cloud Collaboration option provided enormous benefits in two key areas:

1. Operational simplification with future-proof, continuous upgrade to the latest user experience and capabilities
2. Full integration of calling, meetings and team collaboration, providing superior user experience and productivity.

Want to know how you too can benefit from cloud collaboration solutions? Engage us for a free consultation. We can help quantify your productivity gains and time savings, compare ongoing and reoccurring costs for Cisco Webex Cloud Solutions with other providers, and build a business case to justify your technology spend.

On-premises vs Cloud collaboration

Solution	Cost Element	Type	Users	ASP	Year1	Year2	Year3	Total 3-Year Costs
On-Premises with 3rd party Meeting Service	PBX Maintenance & Upgrades	OPEX - 15% of license / user / year	1,000	\$24	\$24K	\$24K	\$24K	\$1,335,000
	Meetings: Standalone solution	OPEX - per-user-per-month	800 (80%)	\$25	\$240K	\$240K	\$240K	
	Voice Plan	OPEX - per-user-per-month	1,000	\$6	\$72K	\$72K	\$72K	
	Data Center	OPEX - two equipments racks / \$1k each / month	N/A	\$2,000	\$24K	\$24K	\$24K	
	Support Staff	OPEX - annual salary for 1 telecom support engineer	N/A	\$85,000	\$85K	\$85K	\$85K	
Cisco Webex Collaboration	Cisco Webex Calling + Teams + Meetings	OPEX - per-user-per-month	1,000 (100%)	\$22	\$264K	\$264K	\$264K	\$1,008,000
	Voice Plan			\$6	\$72K	\$72K	\$72K	
	Maintenance	Included	\$0	\$0	\$0	\$0		
	Data Center		\$0	\$0	\$0	\$0		
	Support Staff		\$0	\$0	\$0	\$0		
Total savings				\$87,027	\$109K	\$109K	\$109K	\$327,000
Percentage of savings					32%	32%	32%	32%

Costs are based on Cisco Flex 3.0 pricing and Wainhouse estimates as of November 2020.

What Cisco Webex Cloud Calling and UC can do for you



Improve productivity

Cloud collaboration solutions simplify communication environments and reduce IT workloads.



Improve agility

The shift to cloud communications creates a model that scales up and down as needs change



Reduce cost & complexity

The move from hardware to software can reduce total cost of ownership (TCO) and capital expenditure (CAPEX).



Accelerate time to market

Cloud technologies can reduce the time spent on launching applications and accelerate the process of creating and configuring servers



Maintain control & visibility

Consolidating disparate solutions into a single tenant application provides an end-to-end view and critical controls over the user experience, and the data stored

How NTT Ltd. can help

We take advantage of Cisco's market-leading unified communications (UC) applications to deliver features including voice, voicemail, instant messaging, presence, and user mobility across a range of end-user devices.

The consumption-based service includes Cisco UC software, infrastructure, and application support on an all-inclusive basis, delivered from our global network of data centers on a dedicated, single tenant application infrastructure. In addition, our scalable cloud platform eliminates the need for capital investment on your part.



Cross-technology expertise

Across multiple technology areas leveraging strong global partnerships with leading technology vendors.



Industry leader

Cisco APJC
Partner of the Year 2019
Frost & Sullivan award winner from
Frost & Sullivan for Best Practices
in UCaaS and Hosted IP
Telephony 2020.



End-to-end support

We deliver end-to-end migration and deployment support, as well as professional and proactive support services.



Unified platform provider

We're a global Cisco partner delivering complete Cisco solutions with Cloud telephony and conferencing.



Bridge consumption gap

We help customers maximize their ROI by accelerating the adoption of newly deployed services through the delivery of our OCM and proven training methodologies.

We have a deep understanding of, and experience in, networking, security, data center and collaboration. This lets us offer valuable guidance on your UCaaS deployment. We're able to support your entire ecosystem, from unified communications and collaboration to contact center, security and network managed services.

Contact Us

Get in touch with us for more details on how to get started or to discuss your cloud transformation requirements: [Contact us](#)

About Cloud Communications, a division of NTT Ltd.

Cloud Communications is a division of NTT Ltd., a global technology services company. Focused on delivering smart communication to enable smarter workspaces, our mission is to provide world-class cloud communication solutions that enable dynamic collaboration interactions for improved workforce efficiency, productivity and engagement. Learn more at: arkadin.com/en-apac