



HOSPITALITY

**IMPROVE FUNCTIONALITY WITH MINIMUM
UPHEAVAL: KEEP YOUR ROOM PHONES**



CUT COSTS

WITH SANGOMA



No RIP & Replace

Replacing kilometres of cables with IP grade cables would not only be a huge disruption, it would incur a huge expense. With Sangoma's solutions there's no need to change the existing cabling to achieve greater efficiency and functionality.



Integrate Existing Room Phones

No need to change room phones. Sangoma's portfolio includes PBX / UC and gateways that can make room phones appear like IP-phones. Plug and play technology means simple management and seamless connectivity.



Cut call costs with SIP Trunks

Allowing your hotel to use SIP trunks means no more expensive ISDN line rental and exorbitant call charges.



No costly add-ons

With Sangoma all the features you need are already installed.

NEW TELEPHONY

IMPACTING HOSPITALITY



Lost Revenue Stream

Hotel phones were once a big earner; but with the advances in telephony and Smart Phones this is no longer the case - these days room phones are rarely used; other than for talking to hotel staff or ordering room service.

Similarly, the rise of low-cost Wi-Fi means that travellers rarely have a requirement for a wired connection anymore, which means less revenue is coming in from charging for data.



Room Phones Still Have a Place

Room phones may no longer earn the hotel revenue in calls; but they still have a place and can still help make money.

Emergencies:

- Everyone knows to dial 911/999/112 from any phone
- A physical phone is at a fixed location (lobby, pool, room, etc) so in an emergency you know the precise location
- If there's no mobile signal then a guest can still make a call

Ordering:

- Room service helps generate revenue for the hotel
- Dry cleaning makes the hotel money

Common Questions Guests ask:

- What's the Wi-Fi password? What time is check-out?
- Concierge services: Where's a good place to eat



The Way Forward

A hospitality infrastructure based on VoIP technology offers better communications options, with significant cost savings, increased capabilities, and reliability to create the ideal customer experience.

SANGMOMA GATEWAYS

TO THE RESCUE

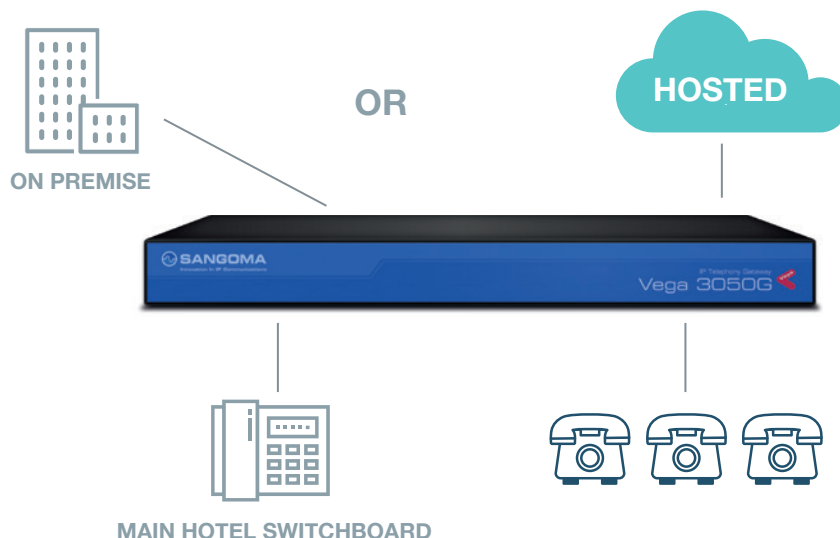
The Gateway to Modernisation

It can be a costly, and unnecessary, exercise to upgrade the phones as it would involve not only replacing the physical phones but also the kilometres of cabling already in place.



No re-cabling required, just seamless connectivity

Sangoma's product line includes entry-level, mid-range and executive level phones. All models include HDVoice and easy to use plug-and-play deployment. Enhance your users' productivity with built-in advanced applications, including voicemail, call log, contacts, phone status, user presence, parking & more.



ROOM PHONES

CONNECTIVITY

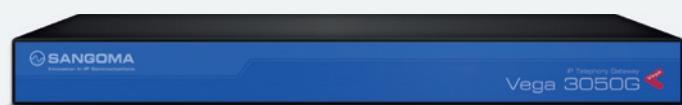
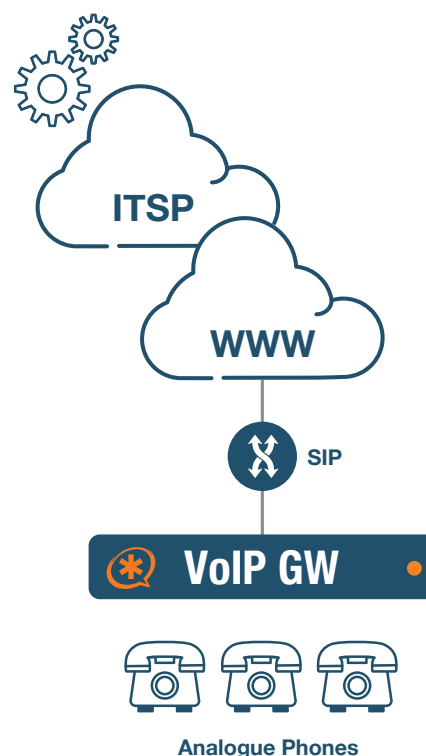
Convert Room Phones to look like IP-Phones

Use Sangoma gateways to seamlessly connect room phones to cloud based telephony services. As far as the ITSP or service provider is concerned, the room or analogue phones look just the same as an IP-phone would.

No need for re-cabling or expensive phones in each room. Multiple phones per room are supported.



Vega analogue gateways like the Vega 3000G and Vega 60G support up to 50 phones per gateway and up to 100 phones per 1U of rack space.



Long 8km Reach

Sangoma's Vega Gateways support loop length of up to 8km. This means a phone can be placed up to 8km away from where the gateway is located – great for remote rooms, gatehouses or entry points.

Message Waiting

Message waiting is an incredibly useful tool for many hotels. Vega gateways have powerful features to accommodate all your message waiting needs:

- No limit on voicemail blasts
- Neon and audio alerts available
- All phone types supported

Resilience

A built-in tool called ENP means that if the internet connection fails all on-site IP-phones and analogue phones can still call each other and call outside for emergency calling (another gateway may be required).

SIP TRUNKING

EXISTING PBX

Keep Your Existing PBX

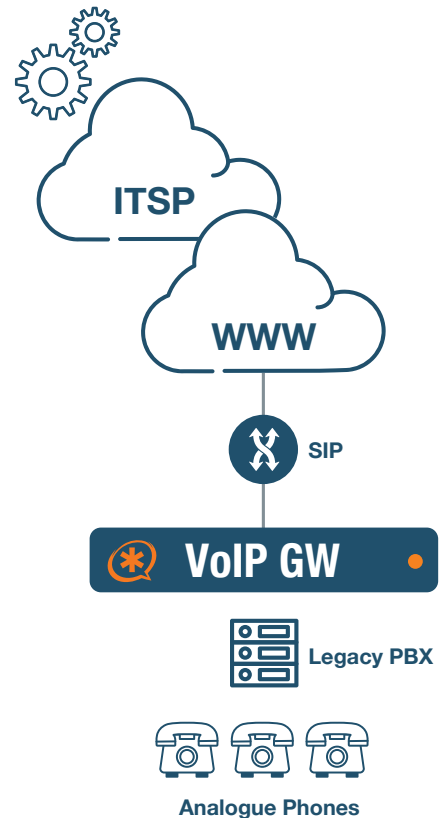
Save on Call Charges and Line Rental

Using a Vega gateway, you can keep your existing PBX and connect it to a SIP trunking provider. The PBX will not notice the difference and you can save money on your expensive ISDN line rental and call charges.

No need to change any room phones, no re-cabling required.



Vega gateways like the 100G, 200G and 400G support up to 120 calls, suitable for everything from very small to very large hotels.



Cost Savings

Cost savings when switching from your traditional telephony provider to a new SIP provider.



Support for International Calling and Faxing

No changes to all the features you're used to with your existing PBX



Don't Rip and Replace

Why remove a PBX that gives you everything you need? Vega gateways give you seamless connectivity to SIP providers.



Free Calls Between Hotels

Use gateways to make free calls between hotels in the same group. Calls can be directly routed between hotels with no call charges.



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