

Prime Call Cloud MeetMe *powered by Videxio*



Prime Call
CLOUD MEETME

Competitive EUL Pricing

	BlueJeans	Zoom	Videxio
Price	<ul style="list-style-type: none"> - \$99/month (12 month agreement) - 10 user license min. - Tiered volume pricing - 15% increase in price if they do not pre-pay 	<ul style="list-style-type: none"> - \$20/month (no required term) - 10 user license min. 	<ul style="list-style-type: none"> - \$59/month (12 month agreement) - 10 user license min. - Tiered volume pricing - \$99/month for single license
Features	<ul style="list-style-type: none"> - 50 participants - 5 PoPs (internal usage, only 1 customer facing PoP in USA) - Chat - Interoperability - WebRTC Support 	<ul style="list-style-type: none"> - 50 participants - Chat - Single Sign-on - Interoperability 	<ul style="list-style-type: none"> - 30 participants - 19 PoP's; Global QOS network - Interoperability - Domain hosting - 62 In-country audio dial-in #'s - WebRTC support - Endpoint subscriptions - Ad hoc, point to point dialing via client on your Pc/Mac, Smartphone, or Tablet - Recording/Live Streaming (YouTube)
Pricing Options	<ul style="list-style-type: none"> - 25% Up Lift on Annual Service Plan - Recording - Co-Branding - Special Events - Primetime (webcasting) - API Support - 55 in-country audio dial in available via 'Premium subscription' - Additional cost above 20% of VMR capacity 	<ul style="list-style-type: none"> - Room Connector service for SIP/H323 endpoint interoperability (\$49/mo/Endpoint) - Audio = "Pay as you go or monthly commits of \$100" - 40 local country codes, "pro" - Lync integration is only available in "pro" - Recording "same as audio \$" - Team Zoom rooms are \$499/year 	<ul style="list-style-type: none"> - Special Events

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<p>Questions to ask/traps to set</p>	<p>-Do you want to ability to dial point to point? Not available on BlueJeans platform</p> <p>-Will you ever have audio participants join? BlueJeans will charge you (per/min) for audio once you reach above 20% audio participation</p> <p>-Do you want to have Skype interoperability included? must upgrade your plan to “premium”</p> <p>-Do you want to utilize a private MPLS network with a QOS backend?</p> <p>BlueJeans has 1 datacenter in the USA, no QOS</p> <p>-Do you want to register your endpoints to the cloud so you don’t need to invest in on premise Infrastructure?</p> <p>Not available on BlueJeans platform, only a bridging service, no call control in the cloud.</p>	<p>-Do you want to ability to dial point to point? Not available on Zoom platform</p> <p>-Will you ever have audio participants join? Must buy Audio plan from Zoom, \$100/month or charges per min. (.4/min)</p> <p>-Do you want to have Skype interoperability included? Must upgrade plan to “pro”</p> <p>-Do you want to utilize a private MPLS network with a QOS backend? Not available, all calls go through the Public Internet</p> <p>-Will you ever have endpoints calling into your VMR? If so, Zoom will charge \$49/month/EP that joins the call</p> <p>-Do you want to register your endpoints to the cloud so you don’t need to invest in on premise Infrastructure? Not available on Zoom platform, only a bridging service, no call control in the cloud.</p>	<p>-Answer: MyMeeting video client offers unlimited point to point dialing (desktop/tablet/smartphone)</p> <p>-Answer: Videxio offers unlimited audio</p> <p>-Answer: Skype interoperability is included within Videxio’s platform.</p> <p>-Answer: Videxio has 19 PoPs through out the globe, with QOS, for your end users to utilize</p> <p>-Answer, Videxio supports all interoperability, EPs, Skype, Web Browsers, clients etc.</p> <p>-Answer: Videxio supports endpoint registration with firewall traversal and up to date directory services.</p>

EWA vs EUL

When to sell what...

Company Size	Annual Price	Breakeven Point
Up to 100 Employees	\$ 15,490.00	22
Up to 250 Employees	\$ 23,490.00	40
Up to 500 Employees	\$ 33,490.00	57
Up to 1000 Employees	\$ 57,490.00	123
Up to 2500 Employees	\$ 112,490.00	323
Up to 5000 Employees	\$ 169,490.00	487