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President

## **Decision Systems Plus Reports Rapid Increase in the Popularity of Session Initiation Protocol (SIP) Trunking Among the Region's Small to Mid-sized Businesses**

### *Numerous Benefits of New Communications Technology Driving Demand*

DES PLAINES, IL — September 2, 2009 — Decision Systems Plus, an industry leader in business communications, announced today that the company is seeing a rapid increase in the popularity for Session Initiation Protocol (SIP) Trunking among the region's small to mid-sized businesses. Numerous benefits of this relatively new communications technology such as cost, flexibility, and advanced business applications are driving the demand for SIP technology.

SIP Trunking typically allows businesses that have Internet Protocol-Private Branch Exchanges (IP-PBXs) to combine their voice and data services onto a SIP-based Trunk rather than use primary rate interface (PRI), T-1 or other types of Time-Division Multiplexing (TDM) links. Some service providers are offering IP Trunking to connect TDM-based PBXs or key systems to a SIP backbone, using an on-premises device to convert TDM voice to IP. In more simple terms, SIP supports any form of real-time communication regardless of whether the content is voice, video, instant messaging, or a collaboration application. Additionally, SIP enables users to inform others of their status, their availability, and how they can be contacted before a communication is even initiated.

Many SMBs have made the transition to VoIP; however, most are only using it for communication on the

LAN. In this scenario VoIP is only being used as a one-to-one replacement for traditional telephony. These businesses realize a sound return on investment by lowering administrative costs as well as costs associated with calls made within the company. SIP Trunking, on the other hand, provides a greater return because it takes VoIP a step further. For instance, full potential for IP communications can be realized only when communication is taken outside of an organization's LAN. SIP trunks thus eliminate the need for local PSTN (Public Switched Telephone Network) gateways, costly BRIs (Basic Rate Interfaces) or PRIs (Primary Rate Interfaces). Furthermore, it directly operates with existing IP-PBXs so there is no need for additional hardware.

"The SMB marketplace has started to really embrace SIP Trunking because it will dramatically increase their profitability and give them a competitive advantage," said Randy Wear, President of Decision Systems Plus. "Until now most companies would have purchased a PRI or multiple access lines and a data connection. SIP lets them converge their traffic onto a single line. Outdated technology, inefficient networks, and a down economy are driving SMBs in this direction — customers have excess bandwidth on their data networks and they want to see how they can best utilize or reduce it."

"SIP's flexibility supports our position as our customers trusted communications advisor. After we

understand they're strategic business objectives we can use the breadth and depth of SIP technology to support all of their needs," added Mr. Wear. "Soon SIP will become a more popular and meaningful acronym than VoIP."

### **ABOUT DECISION SYSTEMS PLUS, INC.**

Decision Systems Plus, Inc. is a premier member of Technology Assurance Group (TAG).

Founded in 1985, Decision Systems Plus, Inc. (DSPI) provides computer, security and telephone technology infrastructure sales and support to increase client's productivity and profitability.

DSPI are specialists in technology infrastructure support, including cabling, desktop, computer room, telephone room, local and wide area network, communication applications and telephone lines to connect an enterprise to the rest of the world for voice and data. Headquartered in a suburb of Chicago, DSPI's local team has hundreds of combined years of experience and has been involved in thousands of implementations during their careers. DSPI also has offices throughout North America and strategic relationships with firms around the world. DSPI's main office is at 1011 E. Touhy, Des Plaines, IL 60018. For more information, please call 847-699-9960 or visit [www.dsipi.com](http://www.dsipi.com).