



Cisco Webex Calling. Hosted gateway Datasheet

BCSquared Hosted Gateway Overview

Cisco Webex Calling provides enterprise-grade cloud calling and team collaboration through a flexible subscription model.

Partners may provide PSTN services for Cisco Webex Calling through 1 of 3 options.

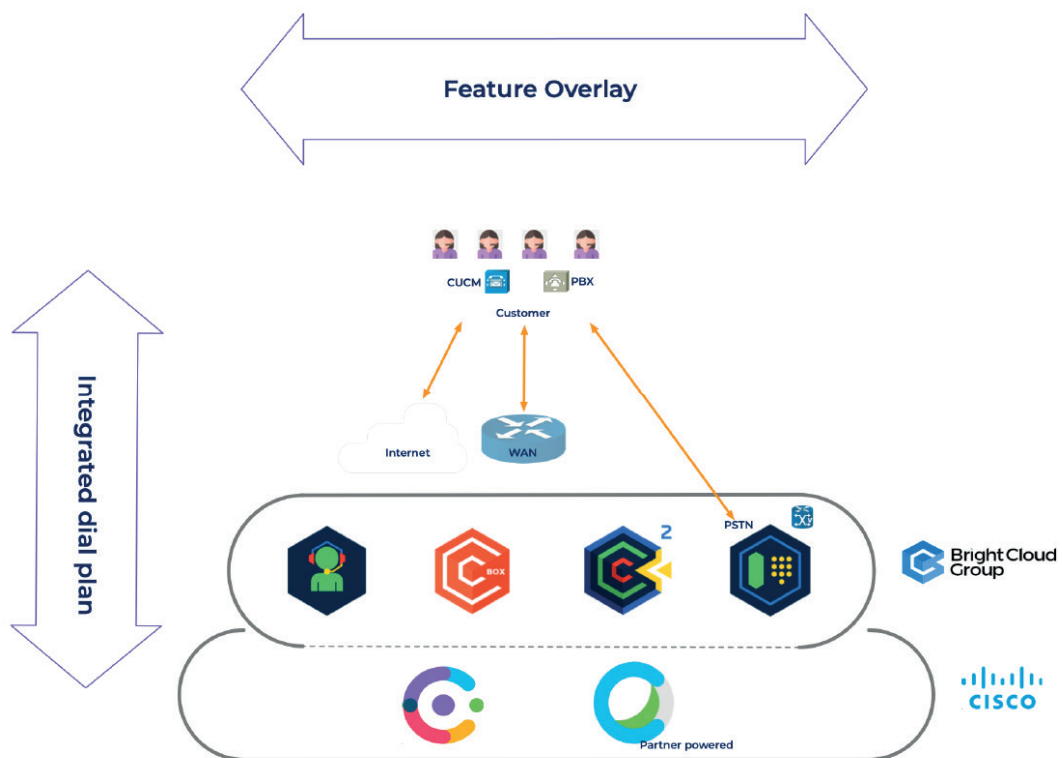
- BCSquared Hosted Gateway (GW)
- Local Gateway (LG)
- Cloud Connected PSTN (CCP)

BCSquared Hosted Gateway is a competitive, flexible PSTN service provided by BrightCloud (BCG) with hybrid integration options to allow partners to provide PSTN integrated into on premise Cisco Unified Communication Manager (CUCM) and other PBXs.

Whilst CCP and LG will provide basic PSTN options the BCSquared Hosted Gateway has significant commercial and technical advantages for the partner.

Features of BCSquared Hosted Gateway PSTN;

- Puts the partner in control. Porting, call rates, overlay services are all controlled by the partner.
- Provides additional margin opportunities through new products.
- Protects on-premise investment with gradual migration options.
- Integrated with Webex Contact Centre (Webex CC) which can be layered onto any of the on-net PSTN services.
- Aggressive PSTN rates to protect against low value competitors.
- Fast to deploy – beat the competition to the punch.



Webex Calling PSTN Compared

Feature	BC2 Hosted GW	Local GW	CCP
PSTN	✓	✓	✓
Carrier Neutral PSTN	✓	✗	✗
Managed Number porting	✓	Local provider dependent	Some options
Bill to Customer	✓	✓	✓
Bill to Partner	✓	Not unless PSTN already with partner	✓
Margin options for partner	✓	✗	✗
Integration into Webex CC Day 1	✓	✗	✗
Hybrid deployment (Local PBX, Cloud Telephony, Cloud ACD/IVR)	✓	✗	✗
Deployment Speed	Trial/POC in 2 hours	Customer + Provider Dependent	1-2 weeks
Efficient Channel based cost model	✓	Local provider dependent	✗
Competitive rate card	✓	Local provider dependent	✗
Low cost DDI/NGN	✓	Local provider dependent	✗
Access to CCBox Cloud	✓	✗	✗
Single source for design and support over all applications + services	✓	✗	✗

BCSquared Hosted

BCSquared Hosted Gateway is simple to purchase and deploy. The partner decides how many channels to provide to their Webex Calling customer. The channels are then provided in conjunction with the partner when their calling customer is configured. (Note: There are charges for setup, porting and DDIs/NGNs)

	Hosted Cube
Relationship	BCG is PSTN provider and hosts cube.
Support services	The partner responsible for all Webex Calling support to the end customer. BCG provide PSTN support to support to partner.
Billing	Call charges billed to customer or to partner. If to partner, then partner is responsible for cash collection.
PSTN	PSTN channels @ £3.50 per month. (including Cube costs)
CCBox Cloud	Full access