

# MICROSOFT CALLING COST COMPARISON

Microsoft Teams users looking to optimize their communication platform with PSTN calling have two options: **Microsoft's Calling Plan or Direct Routing**. While Microsoft's Calling Plans are native to Microsoft 365, they only allow for one-to-one

usage, meaning each employee must have their own dedicated call path at all times, whether they're using it or not. With TelNet's Direct Routing solution, users are able to share those call paths in a one-to-many model. SIP Paths are pooled

and an individual will automatically occupy a SIP path during a call. Calling capacity can be adjusted as needed, so you can save on your monthly recurring costs.

	Microsoft Calling Plan	TelNet Direct Routing
Users	\$12 / user / month	\$0 / user / month
SIP Paths	Not Offered	\$10.50-\$14 / path / month*
Telephone Numbers	Included	\$0.25 / number / month
Toll Free Numbers	\$12 / number / month	\$3.95 / number / month
Local Usage Rate	\$0 / minute / month**	\$0 / minute / month
Long Distance Usage Rate	\$0 / minute / month**	\$0.019 / minute / month

\* Volume Discounting Available \*\* 3,000 Minutes (Inbound and Outbound, Local and Long-Distance) Included in \$12 User Fee, Plus An Overage Fee of \$0.03 Per Minute

## It's worth noting...

Available minutes are compounded when you purchase Microsoft's Call Plan licenses. So let's say your organization needs 10 licenses — you end up with 30,000 minutes. Are your 10 teammates really going to need all those minutes or are you just overpaying for time you will never use?

## Example MRC Comparison

	Microsoft Calling Plan	TelNet Direct Routing
500 Users	\$6,000	\$0
100 SIP Paths	\$0	\$1,100
500 Telephone Numbers	\$0	\$125
3 Toll Free Numbers	\$36	\$11.85
1,500 Local Minutes	\$0	\$0
1,500 Long Distance Minutes	\$0	\$28.50
<b>Total Monthly Recurring Cost</b>	<b>\$6,036</b>	<b>\$1,487</b>
<b>Total Investment (36-Month Term)</b>	<b>\$217,296</b>	<b>\$53,521</b>

# THAT'S A SAVINGS OF 75%!

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