

## VoIP Network Assessment Offers

ScanSource Communications Partner Services offers three levels of Real Time-Sensitive IP Assessments, each providing a different level of involvement from the convergence engineer. All assessments are performed remotely, so the client is responsible to set-up test agents and gather on-site data as needed.

Deliverable	Simple	Standard	Complete
Meets Manufacturer's Requirements	■	■	■
Existing Topology Review			■
QoS Consultation			■
Convergence Strategy Development			■
Remote Metrics Testing	■	■	■
Detailed Metrics Report	■	■	■
Metrics Analysis		■	■
Equipment QoS Verification			■
Summary Document		■	■
Recommendation Document		■	■
Final Consultation		■	■
Retest*	Optional	Free	Free
Metrics Test Preparation			With on-site
QoS Verification Data Gathering			With on-site

\* All assessments include one free 24 hour retest if necessary within 2 weeks of original test.

### Complete IP Assessment

The Complete Assessment should be the lead offer to all clients because it includes a planning and testing component. The development of a convergence strategy by a convergence engineer dramatically improves the success rate of IP projects. This is also the only assessment where the convergence engineer will review equipment priority queuing outputs provided by the client (QoS verification).

An On-site add-on can only be purchased with a Complete Assessment. When purchased, your convergence engineer will travel on-site to set-up test agents for the metrics test and gather equipment priority queuing outputs required for QoS verification.

### Standard IP Assessment

This offer only includes the testing component along with a summary document, recommendations and a post-test consultation. However, without a planning component, you run the risk that the testing phase determines that major network upgrades are needed. This offer should only be used on small networks with a simple design and new equipment. It is recommended to not exceed 250 IP endpoints with this offer.

### Simple IP Assessment

This offer includes as an option the re-testing component. Like the Standard there is no planning component, so all the same risks apply. Additionally, there are no recommendations or a post-test consultation with this offer. If the assessment fails, any such services would be ordered ala-carte. This offer should only be used on very small networks and when price is the driving issue an a Standard or Complete can not be sold. It is recommended to not exceed 100 IP endpoints with this offer.



## VoIP Network Assessment Pricing

Product Description	SKU	Reseller Price
<b>Simple IP Assessment</b>		
Simple-Per Site	OUI-NA-SMPL-SITE	\$349
Simple-50 IP Endpoints	OUI-NA-SMPL-50	\$149
Simple-250 IP Endpoints	OUI-NA-SMPL-250	\$699
Summary Report and Retest (SRR)	OUI-NA-SMPL-SRR P/Site	\$399
<b>Standard IP Assessment</b>		
Standard -Per Site	OUI-NA-STND-SITE	\$549
Standard-50 IP Endpoints	OUI-NA-STND-50	\$299
Standard-250 IP Endpoints	OUI-NA-STND-250	\$999
<b>Complete IP Assessment</b>		
Complete-Per Site	OUI-NA-CMPLT-SITE	\$899
Complete - 50 IP Endpoints	OUI-NA-CMPLT-50	\$549
Complete -250 IP Endpoints	OUI-NA-CMPLT-250	\$2,499
Complete-1000 IP Endpoints	OUI-NA-CMPLT-1000	\$5,499
Complete-On Site Add-On	OUI-NA-CMPLT-OS	\$2,250
<b>Additional</b>		
Assessment - Weekend / Expedite Fee	OUI-NA-EXPEDITE	\$1,110
Assessment - Retest Per Site	OUI-NA-RETEST-SITE	\$299
Assessment - Retest 100 IP Endpoints	OUI-NA-RETEST-100	\$199

### Tips in Ordering VoIP Network Assessment:

1. Each project will have at least 2 SKUs: a site SKU and an IP Endpoint SKU.
2. Select Simple, Standard or Complete
3. Count the number of sites in the project with different mailing addresses
4. Count the total number of IP endpoints at all sites in the project (Gateways, IP desk phones, IP softphones, IP wireless phones)
5. Select SKU combination to match project counts
6. Choose IP endpoint range that exceeds IP endpoint count
7. The On-site includes travel to major cities and requires a 14 day advance notice

Call your ScanSource Communications Sales Rep  
for more information!  
877-847-7000