



National Retailer – 1300 Locations

Previous Monthly POTS Spend	\$490,000
Monthly POTS Spend after Epik deployment	\$280,000
Total Monthly Savings	\$210,000
Total Annual Savings	\$2.5 Million +
Annual Percentage Savings	43%

Fire Alarms | Elevators | Intrusion Alarms | Point of Sale | Voice | Fax

The Challenge

A 1000+ location Big Box Retailer with between 3-6 POTS lines per location were looking to upgrade their technology because POTS lines were being cut or too expensive. Options existed whereby the company was facing multiple purchases for a mesh of separate hardware to satisfy all the POTS applications necessary. Beyond the capex shock and multiple vendor management, the company was facing greater POTS Monthly Recurring costs (MRC) for their existing footprint. Legacy PRI integration was also prohibitive at some locations as none of the vendors could interface with legacy PRI architecture.

Summary

The customer avoided any capex spend, saved on their monthly recurring costs and consolidated vendors for Life Safety lines, P.O.S, modem and voice as well increased the life span of PRI and alarm equipment.

Solution

Volte's Epik device converts all applications and interfaces with legacy alarm and communications equipment that traditionally run over POTS lines over to the LTE and IP network. The device is MFVN qualified and sits on the public side of the demarcation. It meets or exceeds regulatory standards. Epik passes all elevator and fire alarm requirements to communicate directly to the PSTN. The device also has an embedded SIM for failover. Should the retailer's internet go down, Epik will act as a failover thereby eliminating the need to acquire additional failover appliances.

About the Technology

Unlike competing devices, EPIK's design incorporates an on-board Class 5 soft switch directly into each appliance, which provides resident/"local" intelligence and enables local call set up and local device registration. The appliance is statically connected to the Private Verizon 4G LTE network which in-turn is peer-connected with the PSTN. This unique design eliminates the vulnerabilities of cloud deployments and ensures reliability that is equal to, or likely exceeding, that of the PSTN. EPIK is best categorized as a Central-Office-in-a-Box providing "real dial tone" and communication protocols to meet the strictest of life safety standards.