



# POTS Replacement



## LIFE-SAFETY APPLICATIONS

Allow gates, alarms, and elevator phones to function if power or internet goes down.



## FAXING

Send and accept orders, comply with HIPAA and other regulations.



## DISASTER RECOVERY

Reliable, self-contained connections for a cost-effective failover alternative to copper lines.



## POINT-OF-SALE SOLUTIONS

Keep your business moving and continue taking payments during an outage.



## INTERNET BACK-UP

Enjoy 4G Internet failover for primary Internet connection.



## REDUCED COSTS

Avoid the rising cost of analog lines and realize immediate and year to year cost savings.

## Q&A with Daniel Lieu, BCN Cloud Voice Sales Engineer



### When should I consider offering a POTS Replacement solution to my customer?

- Customer is undergoing a decommission of POTS lines from the carrier
- Looking to get ahead of the carrier's decommission process/rate increase of their POTS lines
- If the cost of new copper lines is too expensive and the customer is looking for a cost-effective phone line
- For POTS over LTE, if the customer is looking at adding a backup internet connection to their location along with POTS replacement lines. The customer can utilize the 4G LTE connection from the POTS replacement device and utilize the connection as a backup if their primary internet were to fail.

### What POTS Replacement offerings does BCN provide?

- POTS over LTE (EPIK) – Demo Available!
- Cox Cable POTS
- Spectrum Cable POTS

### Is BCN's POTS Replacement offering meet any Compliances?

Yes. The EPIK POTS Replacement is HIPAA Compliant for Faxing. All of BCN's POTS Replacement offerings are NFPA-72 Compliant, making the service compatible with most fire alarm systems.

### What features are available for POTS Replacement?

Additional features available include Call Forwarding, Call Transfer, Call Logs, 3-Way Calling, Call Waiting, and Call Hold.

## WE ARE BCN

A communication technology solutions provider with the flexibility and experience to address every need uniquely. Creating tailored solutions based on the portfolios of 75+ wholesale network & technology partners.



### SINGLE PROVIDER

A single-source for custom-configured solutions.



### UNIFIED BILLING

All services at all locations on one monthly invoice.



### CUSTOMER CARE

Single point of contact for U.S. - based support.



### OUR LEGACY

Decades of experience and thousands of business customers.



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### What is the backup functionality?

All POTS replacement devices have built-in battery backup. The POTS over LTE (EpiK) is rated for 24 hours on standby and 8 hours of full voice usage, while the Cox's & Spectrum's cable POTS device is rated for 8 hours on standby and 5 hours of full voice usage.

### Does the POTS over LTE (EPIK) allow for a secondary connection besides 4G?

The POTS over LTE device allows a secondary connection via Ethernet from a customer or BCN provided internet circuit.

### Is the secondary connection required?

It is recommended to provide a diverse connection to the device, but it's not required.

### What is the main transport for the different line configurations on the POTS over LTE (EPIK)?

For Fire Life Safety Lines, it will traverse over the 4G LTE connection as the primary and use the secondary connection as the backup. While non-fire life safety lines will use the secondary connection as the primary and 4G LTE as the backup.

If no secondary connection is provided, all line types will traverse the 4G LTE connection with no failover.

### Does the solution include a professional install?

Yes. All POTS Replacement includes a professional install. For the POTS over Cable, the carrier will send a tech out to install the service/device. For the POTS over LTE professional install, BCN include up to 4 hours of work time which also includes installing the device and punching down lines to the provided 66 Block (Tech will not perform inside wiring and a secondary request will need to be submitted). BCN also sends a tech out pre-site survey to determine if the device can be installed where the customer is requesting along with testing the 4G signal strength. The pre-site survey does not chew into the allotted 4 hours for installing the device.

To find out more, email Daniel Lieu at [dliu@bcntele.com](mailto:dliu@bcntele.com) or [simplicity@bcntele.com](mailto:simplicity@bcntele.com).

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