



## NHC's Quick Guide to POTS Alternatives

Over the last five years, 40 million traditional business POTS lines have migrated to POTS alternatives. Underlying providers continue to raise POTS rates and decommission services. Copper infrastructure is unreliable and expensive for telcos maintain. Yet there are still over 10 million business POTS lines in service. Now is the time to talk with your customers and prospects about the advantages of NHC's POTS alternative solutions.

NHC now offers every type of POTS alternative to meet business users' needs, including:

- Traditional LEC POTS
- Cable Co. POTS
- Wireless POTS
- newVoice Business Lines

Traditional LEC POTS	Cable Co. POTS
NHC has long-term wholesale relationships with all the major LECS for traditional POTS service.	NHC works closely with the largest cable service providers. Cable is cheaper than LEC POTS, and comes with battery backup for FLS compliance.
<b>Pros</b> <ul style="list-style-type: none"> <li>• Can assume as-is</li> <li>• Long-term LEC contracts</li> <li>• NFPA Rule 72 compliant</li> </ul>	<b>Pros</b> <ul style="list-style-type: none"> <li>• Affordable rates/ usage plans</li> <li>• NFPA Rule 72 compliant</li> <li>• Feature-rich</li> </ul>
<b>Cons</b> <ul style="list-style-type: none"> <li>• Reliant on the LEC</li> <li>• Infrastructure is hard to maintain</li> <li>• Rising costs and varying rates</li> </ul>	<b>Cons</b> <ul style="list-style-type: none"> <li>• Limited availability</li> <li>• Pricing varies</li> <li>• Limited redundancy</li> </ul>
nV Business Lines	Wireless POTS
NHC's nV family of hosted UCaaS and SIP solutions are cheaper and more feature-rich for voice and digital applications.	Access multiple voice lines using a battery powered device that connects to any 4G LTE or 5G wireless broadband connection.
<b>Pros</b> <ul style="list-style-type: none"> <li>• Affordable rates and usage plans</li> <li>• Ubiquitous pricing</li> <li>• Fast and easy to install</li> <li>• Portal for TN control and management</li> </ul>	<b>Pros</b> <ul style="list-style-type: none"> <li>• Ubiquitous pricing</li> <li>• Built-in redundancy (IP and battery backup)</li> <li>• NFPA Rule 72 compliant</li> <li>• Fast and easy to install</li> </ul>
<b>Cons</b> <ul style="list-style-type: none"> <li>• Not compliant with FLS</li> <li>• Requires stable internet source</li> <li>• Limited features</li> <li>• Three line minimum</li> </ul>	<b>Cons</b> <ul style="list-style-type: none"> <li>• Requires available LTE signaling</li> <li>• Limited features</li> <li>• Not cost competitive for certain markets</li> <li>• Delays in component sourcing</li> </ul>

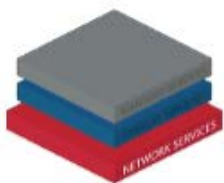
# NHC: *THE* Communications STACK Provider™

Helping business customers upgrade their landlines is challenging, and requires the right communications provider. As *THE* Communications STACK provider™, NHC combines an all-inclusive communications solution with industry-leading service and support.

Here are some reasons why partners choose to work with NHC:

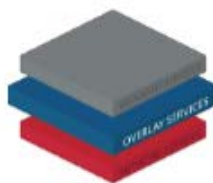
- **Stable and reliable:** NHC is debt free and profitable, and run by a successful team with decades of experience serving telecom partners and customers.
- **Certified telephone utility:** NHC's STACK solutions are available throughout North America. NHC is certified in 50 states and 10 provinces in Canada – meaning partners can trust NHC to meet strict financial and quality service delivery requirements.
- **Around-the-clock coverage:** Partners and customers receive 24/7/365 coverage from 100% domestic – and highly skilled – NHC support teams.
- **Complete visibility:** Partners can easily track orders and manage inventory, billing and repairs from a single pane of glass.
- **End-to-end support:** The experts at NHC will oversee every aspect of STACK provisioning including services design, planning, network installation, testing and customer coordination.
- **Extensive partnerships:** NHC is an award-winning CSP with a deep lineup of partners including Telarus, Sandler Partners, Bridgepointe, Intelisys, Avant and AppDirect.

## All About our STACK™



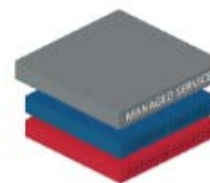
### Connectivity is everything.

- ▣ Fiber
- ▣ Broadband
- ▣ Copper
- ▣ Satellite
- ▣ Line of Sight
- ▣ LTE/5G
- ▣ Legacy Voice



### Cloud-based communication and collaboration tools and apps.

- ☁ UCaaS & Collaboration
- ☁ VoIP
- ☁ Contact Center
- ☁ SD-WAN
- ☁ Firewall
- ☁ Security
- ☁ Cloud Disaster Recovery



### Your behind-the-scenes guiding light. Puts the monitoring and managing on us so it's off your plate.

- ☁ Managed WAN
- ☁ Managed Voice
- ☁ Managed Firewall
- ☁ Managed Security