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## **CK Telephone Reports Rapid Increase in the Popularity of Session Initiation Protocol (SIP) Trunking Among the Region's Small to Mid-sized Businesses**

*Numerous Benefits of New Communications Technology Driving Demand*

ENID, OK — March 15, 2011 — CK Telephone, an industry leader in business communications, announced today that the company is seeing a rapid increase in the popularity for Session Initiation Protocol (SIP) Trunking among the region's small to mid-sized businesses. Numerous benefits of this relatively new communications technology such as cost, flexibility, and advanced business applications are driving the demand for SIP technology.

SIP Trunking typically allows businesses that have Internet Protocol-Private Branch Exchanges (IP-PBXs) to combine their voice and data services onto a SIP-based Trunk rather than use primary rate interface (PRI), T-1 or other types of Time-Division Multiplexing (TDM) links. Some service providers are offering IP Trunking to connect TDM-based PBXs or key systems to a SIP backbone, using an on-premises device to

convert TDM voice to IP. In more simple terms, SIP supports any form of real-time communication regardless of whether the content is voice, video, instant messaging, or a collaboration application. Additionally, SIP enables users to inform others of their status, their availability, and how they can be contacted before a communication is even initiated.

Many SMBs have made the transition to VoIP; however, most are only using it for communication on the LAN. In this scenario VoIP is only being used as a one-to-one replacement for traditional telephony. These businesses realize a sound return on investment by lowering administrative costs as well as costs associated with calls made within the company. SIP Trunking, on the other hand, provides a greater return because it takes VoIP a step further. For instance, full potential for IP communications can be realized only when communication is taken outside of an organization's LAN. SIP trunks thus eliminate the need for local PSTN (Public Switched

Telephone Network) gateways, costly BRIs (Basic Rate Interfaces) or PRIs (Primary Rate Interfaces). Furthermore, it directly operates with existing IP-PBXs so there is no need for additional hardware.

“The SMB marketplace has started to really embrace SIP Trunking because it will dramatically increase their profitability and give them a competitive advantage,” said Ryan Baldwin, Customer Advocate of CK Telephone. “Until now most companies would have purchased a PRI or multiple access lines and a data connection. SIP lets them converge their traffic onto a single line. Outdated technology, inefficient networks, and a down economy are driving SMBs in this direction — customers have excess bandwidth on their data networks and they want to see how they can best utilize or reduce it.”

“SIP's flexibility supports our position as our customers trusted communications advisor. After we understand their strategic business objectives we can use the breadth and depth of

SIP technology to support all of their needs,” added Mr. Baldwin. “Soon SIP will become a more popular and meaningful acronym than VoIP.”

### **ABOUT CK TELEPHONE**

CK Telephone & Data traces its roots back 14 years where co-founders JE Close and Donald “Bud” Kain became heavily involved in the telephony industry. Kain started Ktel Communications in 1993 and joined with Close and his Close Communications Service in 2003. Together they hired their first employee, and began aggressively pursuing telephone system and cabling opportunities in and around the Enid, Oklahoma area as a team. In

March 2005, Close and Kain created CK Telephone & Data Services in order to better serve their clients and broaden their service base, which today includes the most prestigious organizations in the Enid area, including Advance Foods, Continental Resources, Bass Integris Hospital, Atwoods, Paul Transportation, and seven-location Central National Bank. CK Telephone & Data (CKT) specializes in designing telephony and telephony recording solutions to North American industries. CKT supplies phone systems, intelligent voice mail, voice recording software, AT&T telephone services, and IP telephony to maximize efficiency and provide solid cost savings for our clients. CKT

clients are financial institutions, manufacturing, transportation, call centers, auto dealerships, hospitals, telephone answering services, and the security industry. CKT is privately held with offices in Oklahoma City, Tulsa, and Enid. For more information, please visit [www.cktelephone.com](http://www.cktelephone.com).

The philosophy at CKT has always been to provide high quality, leading-edge products at a competitive price, and support those products with superior customer service, integrity, and professionalism. That philosophy continues today through dedication, a commitment to excellence, a team approach, and a can-do positive attitude.