

# **STONE**VOICE

**The value of Unified Communications**

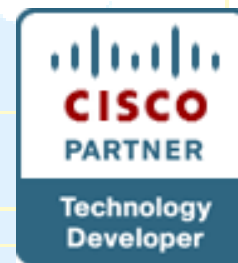
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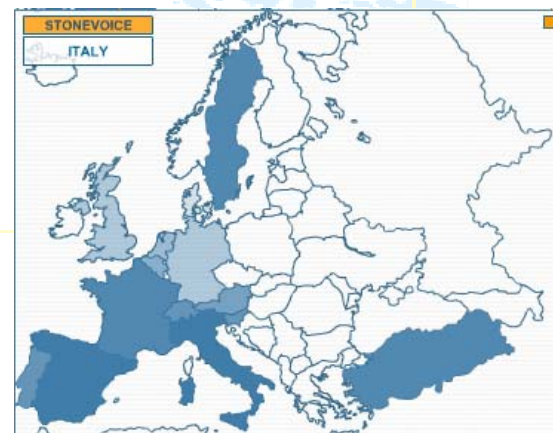
# Stonevoice – background

Stonevoice Applications for  
Cisco Unified Communications  
CUCM, CUCME, **SBCS!!!**



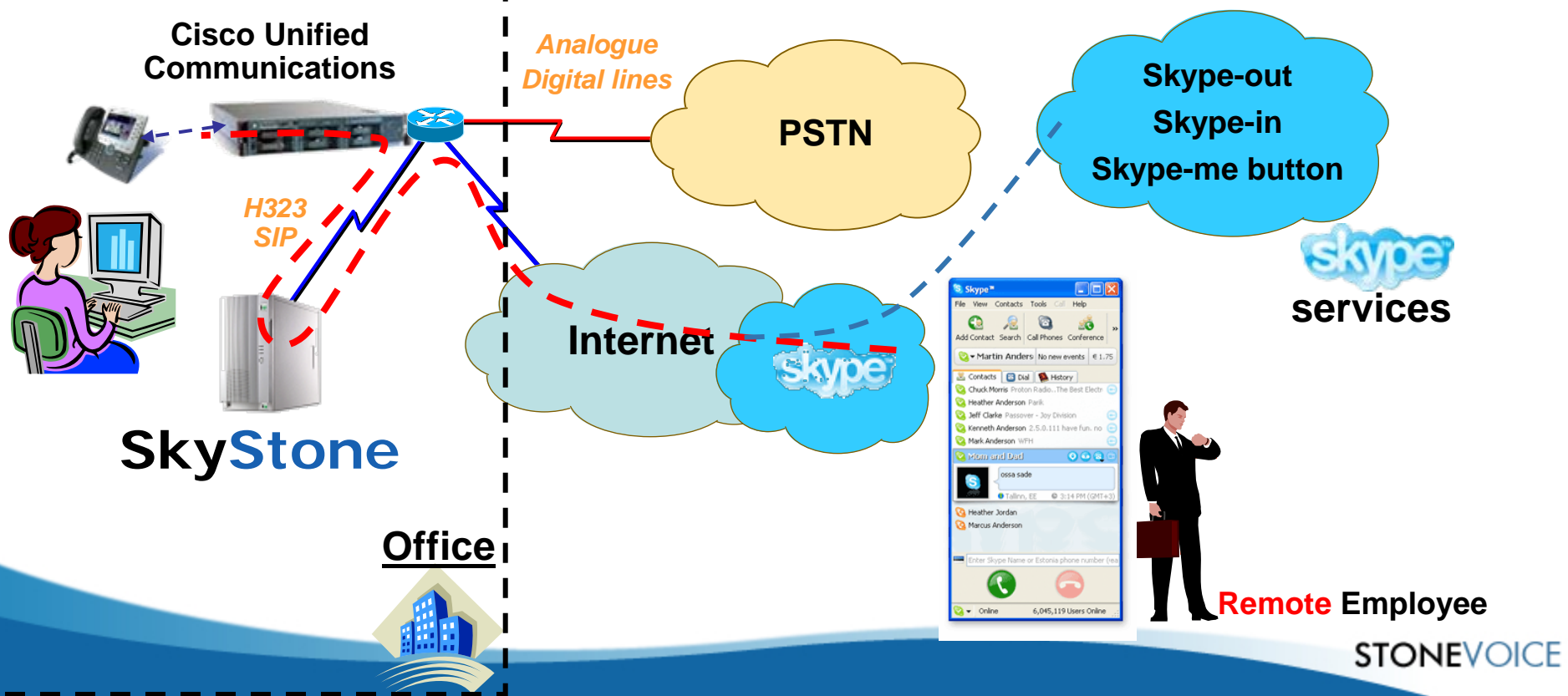
Small and Medium Business  
+ **ENTERPRISE** – horizontal apps

Distribution is covered on  
4 continents with **local**  
**presence in the US**



# SkyStone: convergence with IP SW Skype GW

With **SkyStone** you can place and receive calls to more than 300 millions Skype users and using Skype services directly from your Cisco IP phone



# Seamless zero-touch configuration for demos

The screenshot displays the SkyStone by Stonevoice web interface. The top navigation bar includes 'Home', 'Engine and channels status', 'License status', and 'SBCS Configuration Assistant'. The main content area is titled 'SBCS Configuration Assistant' and contains the following elements:

- Configuration Fields:**
  - SkyStone IP Address: 192.168.10.11
  - SBCS IP Address: 192.168.10.1
  - Username: cisco
  - Password: [masked]
  - Enable Password: [empty]
  - Keep changes after SBCS reboot:
- Test Results:**
  - Connection Test:** Completed successfully
  - Authentication Test:** Completed successfully
- Configuration Status:** Configuration Sent successfully. Please restart SkyStone Engine. Below this, it lists: Definition H.323 updated successfully, Definition SIP updated successfully, and Settings | BindedIPAddress updated successfully.
- Action:** A 'SEND CONFIGURATION' button is visible.

The footer of the interface shows 'STONEVOICE ©2007 Stonevoice@ S.r.l.' on the left, 'Vers. 1.1.0.1' in the center, and a 'Quit' button on the right.

<http://www.youtube.com/watch?v=yiJUtgAug8g>

# Gotta show it !!!

- Don't simply talk about apps

**SHOW THEM!**

*only then the message will become clearer...*

- Video:

<http://www.stonevoice.com/Extra/Videos/SkyStoneVideo/tabid/1070/Default.aspx>

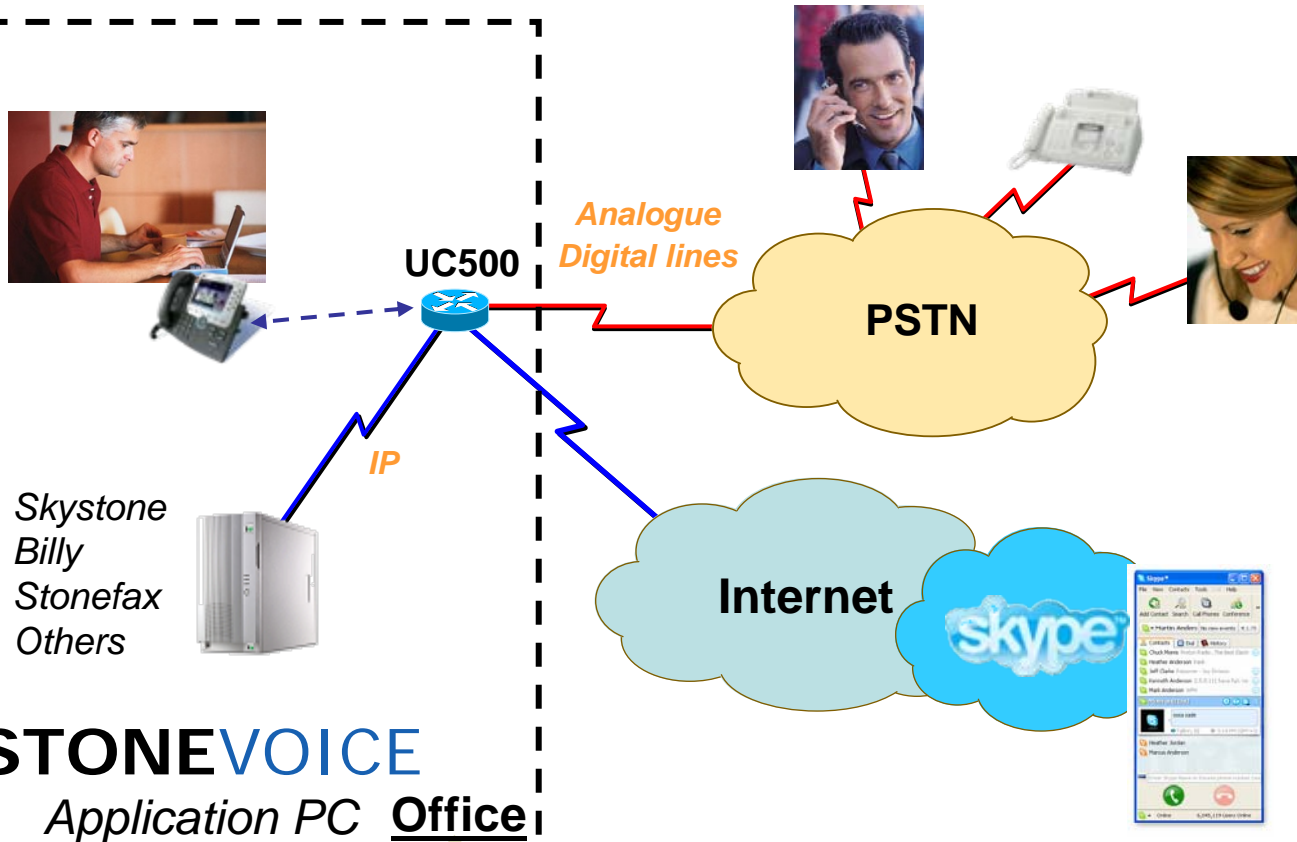
- Virtual demos:

<http://www.stonevoice.com/auto/skystone/demo>

- Real demos: NFR kit for partners
- Try&Buy: use embedded 15-day evaluation!

# Stonevoice: smoothly connected to IP Telephony

The Stonevoice solution is based on a single PC/server connected to the IPT network.



It is completely software based:

- No additional cards are required on the PC or on the UC500
- It is simple to install and configure. There is an **embedded evaluation for Try&Buy**

**STONEVOICE**  
Application PC Office





# Stonevoice VALUE bundle for Select partners

- **What is it?**

- Low price bundle license, including fundamental applications for Small Business:

- gateway for skype;
- ip fax;
- billing/accounting;

- Part number: SV-VALUE-UC500-M

- **What is it for?**

- **Adding the value and differentiate** your offering from competition. (breaking away from other vendor offerings).

- Applications are new and **need to be shown** to the customers in order to let them understand the power of the overall solution. (the value of the demo effect)



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# STONEVOICE

*Keep it Simple!*