

### Big savings on outbound Mobile Calls in Brazil !

**Canpac**  
metallic packaging  
equipment

#### → Challenge :

Canpac is a leading supplier of metallic packaging equipment in Brazil representing many many international equipment manufacturers all over the world. Canpac has a high telecommunication cost, as most of interactions are with their partners all over Europe, USA & Asia.

20 sales & technical employees are non stop traveling all over Brazil to satisfy their customers. They have extremely high mobile phone expenses due to international calls with their suppliers and partners . Also office staff calling their mobile colleagues on the road generate high fix to mobile telecom costs.

CIO Julio has recently implemented Cisco Call Manager platform was looking for a cost reduction solution.

#### → Solution :

With a QuesCom Q312-4G-IP connected via IP to the Cisco Call Manager, all mobile employees can now perform outbound calls from their Nokia E71 smartphones through the Cisco Call Manager, who is connected to a SIP trunking provider named Datora, who reduces sharply the call costs.

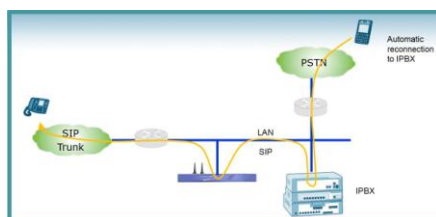
Thanks to MobiQ from QuesCom on their Nokia E71, Canpac mobile staff has now access to the same SIP trunk than desktop telephony users and can seamlessly call international by reducing costs by up to 80 %. They access the Cisco Call Manager through QuesComs callback service, which calls back the mobile phone via the QuesComs integrated GSM port for zero additional cost.

On top of this Canpac employees are now easily reachable on their One Number no matter if they are on their mobile or their fixed phone, which improves reachability for customers and colleagues.

In average CanPac could reduce their telecom expenses by 30 % and achieve a payback in 4 months.

#### → Infrastructure

- QuesCom 312-4G-IP & 20 Mobility User
- Cisco Call Manager
- SIP Provider Datora



#### → Benefits

- 30 % reduction on Telecom expenses. Payback in 4 months.
- User reachable on One Number Any Time Any Phone



*"I can recommend QuesCom solution for every company looking to reduce their mobile phone expenses especially on international calls."*

**Julio Cesar Leone**  
CIO  
Canpac Brazil