

---

## FCC Mandate: All Landlines Dead by 2025 *Are You Ready?*

Every consumer of telecommunications services will experience the retirement of traditional analog phone services (copper based network & voice facilities) to faster, more efficient alternatives based on fiber, voice over Internet protocol (VoIP) and wireless technologies. This change mandated by the Federal Communications Commission (FCC) under Order 15-97 has the major telecommunications vendors (ILECs) anticipating that their landlines will no longer exist after 2020.

Additionally, even though the ILECs must notify their customers of planned copper retirement dates, they are not required to determine if customers need new equipment (CPE) or how their customers will be impacted by the change. All voice consumers need to consider that this transition not only impacts network facilities, but allows for the discontinuance, reduction or impairment of legacy services and equipment.

*"Unlike the DTV transition, there is no outreach budget from Congress...no mandate to ensure that consumers understand and get prepared for change in telephone service, which is arguably far more critical than television..."* – Mignon Clyburn, FCC Commissioner

---

### Why Fiber vs. Copper?

- **Bandwidth** - fiber does not have the inherent bandwidth limitations and latency issues of copper. Your speeds will not decrease as demands are put on your network (voice, video, data, conferencing, etc.), plus your employees will have faster access to cloud based data and applications, improving employee productivity and the ability to serve your clients and prospects.
- **Reliability** - data failure at only one-eighth the rate of copper networks...copper is susceptible to: severe weather conditions, temperature fluctuations, moisture, electronic & radio interference, accidental manual disconnections and becoming easily frayed & worn.
- **Speed** - upload/download data at the speed of light up to 100 Gbps which improves productivity. Slow Internet connections cost one week of per employee per year.
- **Ease of Use** - fiber is lighter and takes up less room than copper, requiring less physical facilities requirements.
- **Security** - instantly increase your Internet security compared to copper. It is very difficult to tap into a fiber cable, potentially eliminating this exposure.
- **Distance** - fiber does not have the distance degradation limitations of copper. You will maintain greater quality and flexibility for distant business build outs.
- **Cost** - it is cheaper to maintain, more durable and requires less hardware. Over the lifetime of fiber, it has a lower total cost of ownership than copper, decreasing your operating expenses.

### Why Fiber Now (with VoIP)?

- **Vendor Incentives** - vendors have spent millions of dollars putting in fiber networks over the past several years and they want to capitalize on this investment. They are offering premium incentives to upgrade now...if you wait until everyone is required to be on fiber you will lose this significant financial benefit. Additionally, when demand increases as we get closer to the FCC copper retirement date, prices will inevitably increase.
- **Increased Productivity** - according to a Sage Research survey, organizations using VoIP have experienced: faster moves, adds and changes (1.5 hours average savings per move); features that are easy for employees to use (5.5 hours average savings per week for each IT support person); less telephone tag (25 days a year average savings per employee).
- **Opportunity Cost** - failure to implement VoIP today prevents you from having a competitive edge against your competition obtained through decreased overall cost of ownership, greater production per employee, portability, improved collaboration and greater, multi-functional flexibility.

Every client has a unique telecommunications environment due to geography, infrastructure, business and financial requirements. Espy Services will provide the expertise to specifically address your situation and offer solutions to positively impact your overall financial and technological strategy. We will help guide you through this technological revolution.

Serving hospital/healthcare groups, city/county governments and large multi-national business entities across the United States, Espy Services works closely with our clients to not only optimize their network services for the current environment, but anticipate the technology trends that will impact our clients in the future. We are not compensated by any service providers or equipment vendors, assuring you receive unbiased recommendations and support.