

Networking • VoIP • Storage • Security • Workspace Solutions • RFID • POS • Portable Electronics & Accessories • A/V • System Integration

## Telephony - VoIP - Cellular - Fax to Email



(Blackberry Storm)

GHA is at the forefront of selling VoIP solutions. By using VoIP, you can lower telephone expenses an average of 25% to 75% depending on your specific usage. You also have available many more powerful features such as call detail reports, find me follow me, voicemail to email, fax to email and your system is much more secure and cost effective by eliminating silos (telephone traffic made outside of company operations).

For example, real estate agents, sales people, inspectors, detectives, insurance adjusters, appraisers, and anyone else that spends half their time outside the office can simply just advertise their VoIP phone number. When they are in the office, they answer for free. If they receive a call on their cell phone while they are in the office these minutes are wasted and we are exposed to huge over-charge charges. When you leave the office, your new VoIP System can be programmed to forward to your cell phone and only then do you use your minutes and only if you choose to answer or you may choose to have the call forwarded to your PDA as an email for free further reducing your cell phone expenses without any loss in productivity.

Sending a fax containing sensitive or private information can be unsecure for both the purveyor as well as the recipient (who may become liable if the information is mishandled or lost). Establishing a fax to email conversion helps to ensure that information is routed directly to specified individuals.

### Benefits

- Long distance expense is eliminated, long distance employee abuse is eliminated, and employees receive a new company benefit, free U.S. domestic long distance calling.
- And what about all those phone bill taxes, they are eliminated as well!
- Call quality is outstanding, integrate your favorite PDA's for a complete solution with redundancy!
- GHA can also provide you with fax to email conversation eliminating all of the long distance, telephone line, paper, and toner expenses associated with faxing which is now obsolete.
- GHA will coordinate and manage your entire VoIP deployment from site assessment to T1 or other broadband or bandwidth requirements, to cabling modifications, to installation, cutover, training, disaster recovery, and redundancy.



If you do not see the product that you need, just let us know and we will get it for you!

**Technologies, Inc.** *“When Service and Delivery Count”*®

## Some of our Top Sellers

### **VOIP Providers**

- 3COM
- ADTRAN
- ALLWORX
- APPIA
- AVAYA
- CISCO
- COVAD-BANDWIDTH
- D-LINK
- LINKSYS
- MICROSOFT
- MULTI-TECH
- SMOOTHSTONE
- SPEAK EASY
- TALK EASY
- TALKSWITCH
- VONAGE

### **Fax to Email Conversion**

- BROOKTROUT
- CASTELLE
- CAPTARIS
- FAXBACK
- GFI FAXmaker™

### **Audio/Video Conference**

- POLYCOM
- TANDBERG
- SONY
- SPEAK EASY

### **Cellular**

- BLACKBERRY
- AT&T
- MOTOROLA
- VERIZON
- PALM
- TREO
- SPRINT/NEXTEL
- SAMSUNG
- T MOBILE

### **Conferencing Services**

- Citrix Go To Meeting
- Citrix Go To My PC

### **Headsets**

- PLANTRONICS
- GN NETCOM

### **Bandwidth**

- AIRBAND
- AT&T
- COVAD
- GLOBAL CROSSING
- HUGHES NET
- INTEGRA
- PAETEC
- QWEST
- SPEAKEASY
- TIME WARNER
- X5 SOLUTIONS (VERIZON)

### **800 Number Services**

- SPEAK EASY

GHA proudly resells these leading manufacturers

ADTRAN  
AVAYA  
BIZ PHONE  
BLUESOCKET  
BOGEN  
CITEL  
COMPUTER INSTRUMENTS INC  
DUVOICE  
EATON POWERWARE

EXTREME NETWORKS  
HP  
JUNIPER NETWORKS  
KENTROX  
MAGIC ON HOLD  
MERU NETWORKS  
MULTI TECH SYSTEMS  
OBJECTWORLD  
PLANTRONICS

POLYCOM  
SPECTRALINK  
SPECTRUM  
TASKE TECHNOLOGY  
TRISYS  
TW LINX  
VERAMARK



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## Manufacturers listed by category

### Data

#### ADTRAN

- WAN Connectivity

#### BLUESOCKET

- WLAN Security Gateway

#### EATON POWERWARE

- Power Protection

#### EXTREME NETWORKS

- LAN/WLAN

#### ITW LINX

- Surge Protectors

#### HP

- Telephony Servers

#### JUNIPER NETWORKS

- VPN Routers

#### KENTROX

- QoS Routers

#### MERU NETWORKS

- WLAN Infrastructure

### Video & Audio

#### CITRIX

- Remote meeting

#### BOGEN

- Speakers

#### EATON POWERWARE

- Power Protection

#### ITW LINX

- Surge Protectors

#### POLYCOM

- Video Conferencing

#### SONY

- Audio / Video Conferencing

### Voice

#### AMS

- Message on Hold

#### AVAYA

- IP Technology

#### BOGEN

- Paging

#### CITEL/MCK

- IP Enabled Voice Solutions

#### COMPUTER INSTRUMENTS

- E-IVR Software

#### DUVOICE

- Unified Messaging and Voicemail

#### EATON POWERWARE

- Power Protection

#### ITW

- Surge Protectors

#### OBJECT WORLD

- Unified Communications

#### PLANTRONICS

- Headsets/Accessories

#### POLYCOM

- Audio Conferencing

#### MERU NETWORKS

- WLAN Infrastructure

#### MULTI TECH

- VoIP Gateway

#### SPECTRALINK

- Wireless Telephones

#### SPECTRUM

- Visual Management Solutions

#### TASKE

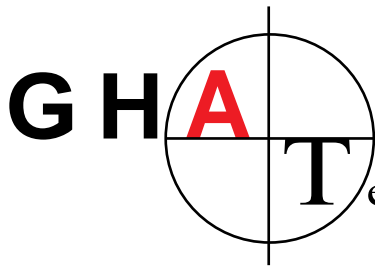
- Call Management Software

#### TRISYS

- Call Accounting Software

#### VERAMARK

- Call Accounting Software



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## Telephone Systems

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- ADTRAN - An established supplier of advanced transmission products for today's expansive telecommunications networks developed to address high-speed digital communication
- AVAYA- Provider of intelligent communications solutions for IP Telephony, Unified Communications-Enabled Business Processes and IP PBX equipment- Partner, Magix, IP Office
- COMPUTER - Developer of interactive Voice Response, Computer Telephony Integration (CTI), Web - IVR integration, and Voice Mail Unified Messaging into vertical and general business solutions
- DUVOICE- Manufacturer of stand alone voice mail systems, developer of messaging system software and turn key systems for general business office environment and the hotel/motel industry
- PANASONIC- Manufacturer of Telephone Systems, software, Converged Voice and Data Call Center products, Voice mail, Traditional and IP PBX equipment
- SPECTRUM- Developer of Contact Center/Call Center interactive wall boards and desktop call center messaging solutions
- TRISYS- Designers of employee productivity and resource software that lets management clearly identify how employees utilize their time for business and non-business purposes
- VERAMARK- Designer of call accounting and telecommunications software solutions for Avaya, Aastra, Intercom, Nortel Networks, Cisco Systems and Mobilesense

## Paging

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- BOGEN - A leading provider of sound systems and telephone peripherals for commercial, industrial, and institutional settings including: overhead paging, school intercom and signaling to large-scale concert music systems
- CEECO- Provider of emergency, security, courtesy, and public telephone equipment, delivering high quality technology to its customers in the private and public business sectors
- GAI-TRONICS- Provider of industrial handset, emergency hands free telephone equipment and outdoor beacons
- VALCOM- Provider of page control interfaces, VoIP LAN/WAN connectivity, ceiling/wall speakers, paging horns, Privacy Spot sound masking, power supplies and door entry systems
- VIKING- Provider of telephone accessories, entry controllers and door boxes, apartment entry systems, elevator access and communication devices, industrial paging and telephony control devices
- COOPER - Provider of Paging, Fire and Life Safety Notification, Facility Communications and Retail announcement products
- ALTEC - Altec Lansing Professional is a leading manufacturer of high performance, high quality professional audio systems and components



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## Messaging on Hold

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- INTELLI -** Market leader in innovating and producing cost-effective, high-quality hardware and software-based telecommunications solutions that can be used by any business
- NEL-TEC LABS-** Designer, developer, and manufacturer of the highest quality digital messaging systems for communication systems and paging systems

## Software/Ancillary

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- ISTT INC -** Designers and implementers of a revolutionary computer telephony integration system for the Panasonic Digital Hybrid Phone Systems
- OBJECT -** A leading provider of Unified Communications software for Microsoft® Windows® platforms, products allow customers to turn their Microsoft platform into their business communications solution, cutting both costs and complexity
- PANALOG-** A call management/cost accounting software program that connects to Panasonic Telephone Systems through your computer

## Installation Supplies and Tools

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- CLARITY -** A leading supplier of amplified telephones, notification systems, assisted listening devices and other communications devices for the hard-of-hearing and deaf communities
- ERICO-** Servicing the communications market with cable support systems and faceplate brackets for Category 3 voice networks as well as for high-speed Category 5e and 6 cabling infrastructures, components and accessories
- FLUKE NETWORKS-** Provider of Category 5e and 6 test equipment, Telephone DSL/ISDN Test equipment and telecom tools
- GARVIN** Manufacturer of quality electrical, datacom and telecom hardware
- GREENLEE-** Provider of Category 5e and 6 test equipment, Telephone DSL/ISDN Test equipment and telecom tools
- HUBBELL-** Hubbell Premise Wiring is a global manufacturer of structured cabling systems, enclosures and accessories, providing intelligent infrastructure solutions
- ICC-** A performance-value leader in network connectivity and cable management including: Workstations, Fiber Optic Systems & Outlets, Racks & Cable Management and Raceway Systems
- IDEAL-** Provider of products that range from wire connectors, benders, lubes and fish tape to sophisticated electrical testers, datacomm equipment and ergonomically designed hand tools
- IPEX-** Designers and manufacturers of one of the world's largest and most diverse lines of integrated thermoplastic piping systems: pipe, valves, fittings, auxiliary components and tools



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***(Installation Supplies and Tools cont.)***

- MIDDLE Manufacturer of steel rack enclosures, monitoring consoles, data cabling management products, audio and video studio furniture, power distribution products and related accessories
- MOTOROLA- Developer of Two-Way Radios, and a global communications leader, powered by, and driving, seamless mobility, revolutionizing broadband, embedded systems and wireless networks
- PANASONIC- Provider of Telephone Systems, Call Center Products, software, Converged Voice and data call center products, Voice mail, Traditional and IP PBX equipment
- SUTTLE- Producer of connections for voice, data, and video communications, residential or commercial, new installation or retrofit
- TEMPO- Provider of Category 5e and 6 test equipment, Telephone DSL/ISDN Test equipment, Telecom tools
- TEST-UM- Designer and manufacturer of Test, Talk and Trace products for the Datacom/Telecommunications needs of both professionals and consumers
- 3M- Designer and developer of Telecommunications Connectivity and adhesive products for the electrical marketplace

## Video and Audio Conferencing

- AERTHA- Aethra develops, manufactures and markets a wide range of high-performance telecommunications products. These include video conferencing equipment and audio conferencing systems, and management solutions
- ASTATIC- Developer of paging and radio microphones and stands and accessories for the professional, commercial and the installation audio industries
- CLEARONE- A leading global provider of premium audio conferencing systems and other related products for audio, video and web conferencing applications
- KONEXX- A leader in the field of telephony products with their line of digital voice recorders and telephone recording software packages designed to function with various platforms from analog to digital
- MVOX- Mvox develops and markets portable, intelligent, high performance voice interface devices, such as smart wearable communicators and Bluetooth/USB dual mode speakerphones
- POLYCOM- Videoconferencing settop and room systems for business quality communications
- SONY- Sony has combined advanced audio and video technologies with useful features to provide a visual communication tool for all businesses
- SPEAKEASY- 800 number and audio conferencing services
- TOUCAN- With the “Snap Personal Internet Communicator” from Toucan Global you simply push the Snap button and your voice is received instantly at the remote Snap unit, anywhere in the world. Snap uses your high-speed internet connection to connect you to other Snap users



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## Headsets

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AT&T-	Supplier of consumer single line and two line corded and cordless telephones, answering systems, SOHO products, headsets and accessories
AVAYA-	Provider of Telephone Systems, Call Center Products, software, Converged Voice and data call center products, Voice mail, Traditional and IP PBX equipment, Partner, Magix, IP Office Platforms and professional office headsets
JABRA-	Market leading brand of GN Mobile, producing innovative hands-free communication products for the mobile consumer market. Its headset range features cordless and corded models
MOTOROLA-	Developer of Two-Way Radios, and a global communications leader, powered by, and driving, seamless mobility, revolutionizing broadband, embedded systems and wireless networks
PLANTRONICS-	Manufacturer of call center headsets, consumer product headsets, wireless, mobile, VoIP, Bluetooth, USB headsets and headset accessories
PANASONIC-	Provider of Telephone Systems, Call Center Products, software, Converged Voice and data call center products, Voice mail, Traditional and IP PBX equipment
SENNHEISER-	Provider of headsets and headset accessories for call center, consumer, wireless, mobile, USB, Bluetooth and VoIP
VTECH-	Manufacturer of Consumer single line and two line cordless telephones, headsets and accessories

## Business Telephones

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AASTRA-	Manufacturer of Single, Multi-Line and VoIP Telephones, CNX Conference Bridging and VoIP SIP-based enterprise IP telephones
ADTRAN -	An established supplier of advanced transmission products for today's expansive telecommunications networks developed to address high-speed digital communication
AVAYA-	Provider of Telephone Systems, Call Center Products, software, Converged Voice and data Call Center Products, Voice mail, Traditional and IP PBX equipment, Partner, Magix, IP Office Platforms
CLARITY -	A leading supplier of amplified telephones, notification systems, assisted listening devices and other communications devices for the hard-of-hearing and deaf communities
CORTELCO-	Provider of a complete line of single-line telephones, two-line telephones, cordless telephones, key system and voice mail products
ENGENIUS-	Products designed for the SME market providing long-range wireless communications solutions in demanding business environments in our ISO 9001 manufacturing facilities
GE-	Provider of consumer and SOHO single line and multiple line corded and cordless telephones, answering systems, and accessories
INTELLI	Market leader in innovating and producing cost-effective, high-quality hardware and software-based telecommunications solutions that can be used by any business



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***(Business Telephones cont.)***

- PANASONIC- Provider of professional telephones, telephone systems, call center products, software, converged voice and data call center products, voicemail, traditional and IP PBX equipment
- PLANTRONICS- Manufacturer of call center headsets, consumer product headsets, wireless, mobile, VoIP, Bluetooth, USB headsets and headset accessories
- RCA- Provider of consumer and SOHO single line and multiple line corded and cordless telephones, answering systems, and accessories
- STELAMATRIX- Providing specialized guestroom telephones for the lodging industry and offering an ever-expanding line of telephone products and services to corporate, university and hospitality clients
- SBC- Market leader in innovating and producing cost-effective, high-quality hardware and software-based telecommunications solutions that can be used by any business
- SCITEC- Providing specialized guestroom telephones for the lodging industry and offering an ever-expanding line of telephone products and services to corporate, university and hospitality clients

## Retail Telephones

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- AT&T- Supplier of consumer single line and two line corded and cordless telephones, answering systems, SOHO products, headsets and accessories
- RCA- Provider of consumer and SOHO single line and multiple line corded and cordless telephones, answering systems, and accessories
- MOTOROLA- Developer of Two-Way Radios, and a global communications leader, powered by, and driving, seamless mobility, revolutionizing broadband, embedded systems and wireless networks
- MVOX- Mvox develops and markets portable, intelligent, high performance voice interface devices, such as smart wearable communicators and Bluetooth/USB dual mode speakerphones
- PANASONIC- Provider of Telephone Systems, Call Center Products, software, Converged Voice and data call center products, Voice mail, Traditional and IP PBX equipment
- PHONELABS- Provider of telecommunications products for home/offices and small businesses that maximize the power of new telephone company services and the integration of wire line and wireless services
- UNIDEN- Manufacturer of wireless consumer electronic products including cordless telephones and business telecommunications systems
- VIALTA- Manufacturer of home entertainment and personal communications products including one of the world's first Videophone Stations, works with any phone over any (analog) phone line



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## VoIP Gateway Solutions

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- ACTIONTEC-** VoSKY Exchange PBX-to-Skype gateways are the only Skype-certified solutions that enable businesses to connect to Skype from their office phone systems to communicate and collaborate with employees, customers and partners worldwide
- ALLWORX-** Allworx eliminates the compromises that businesses have had to make when transitioning to VoIP technology – offering all of VoIP’s benefits without losing any of the traditional phone features that you enjoy
- CITEL-** The VoIP Migration Company™, EXTender™ and PBXgateway™ equipment extends the services and applications of legacy voice networks over an IP network to remote branch locations, call centers, home based workers, and mobile phones
- MULTI-TECH** Multi-Tech Systems is an ISO 9001:2000-certified global manufacturer of award-winning unified communications and device networking products that connect voice and data over IP networks

## Audio-Video Product Solutions

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- AERTHA-** Aethra develops, manufactures and markets a wide range of high-performance telecommunications products. These include video conferencing equipment and audio conferencing systems, and management solutions
- ASTATIC-** Developer of paging and radio microphones and stands and accessories for the professional, commercial and the installation audio industries
- AVTEC-** Designs and Manufactures videoconferencing mobile stands and consoles with a new dimension to meet the demands of current technology
- CLEARONE-** A leading global provider of premium audio conferencing systems and other related products for audio, video and web conferencing applications
- CHIEF-** Mounting solutions designed to support a wide range of audio/visual applications from corporate boardrooms and facilities to home theaters and offices
- MAXENT-** A leading provider of value priced flat panel display solutions. All Maxent LCD displays include a built-in audio amplifier and speaker. The Maxent brand is the affordable line of value packed plasma and LCD digital displays
- MIDDLE** Manufacturer of steel rack enclosures, monitoring consoles, data cabling management products, audio and video studio furniture, power distribution products and related accessories
- MVOX-** Mvox develops and markets portable, intelligent, high performance voice interface devices, such as smart wearable communicators and Bluetooth/USB dual mode speakerphones
- TOUCAN-** With the “Snap Personal Internet Communicator” from Toucan Global you simply push the Snap button and your voice is received instantly at the remote Snap unit, anywhere in the world. Snap uses your high-speed internet connection to connect you to other Snap users
- VFI-** A leader in the videoconference and A/V furniture market providing excellent products and service at competitive prices



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## Other Telephony

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- 8x8 INC
- APC
- AUDIO CODES
- BEBE SOUNDS
- BROTHER INT
- CLEAROUNDS
- COBY ELECTRONICS
- COMMAND COMM
- CORTELCO
- DIALOGIC
- D-LINK
- EARTHLINK
- EMERSON
- ENVOX
- FANS TELECOM
- FUJI FILM
- HAWKING
- ICC
- IGO
- IOGEAR
- JWIN ELECTRONICS
- KROWN MANUFACTURING
- LOGITEC
- MAGMA
- MAGELLAN GPS
- MIGLIA
- MIDLAND RADIO
- MINTEK
- MINUTEMAN UPS
- MOBI TECHNOLOGIES
- NEC
- NWB
- OJO
- OREGON SCIENTIFIC
- PANALOG
- PARROT
- PHILLIPS
- QUINTUM
- SCITEC INC
- SHARP
- SONICWALL
- SYLVANIA
- TEAC
- TELEMANIA
- TMC
- TRIPPLITE
- UNIDEN AMERICA CORP
- US GLOCAL SAT.
- USROBOTICS
- VALCOM
- VERTICAL
- VIALTA
- VIKING ELECTRONICS
- VTECH
- WHISTLER
- ZOOM

## Unified Communications

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### ***Phone Systems and Conferencing Equipment***

- ALLIED TELESIS
- BERBEE
- CISCO
- GN NETCOM
- KEYSpan
- LINKSYS
- NETGEAR
- NORTEL
- POLYCOM
- POWERDSINE
- RADIAN
- ZYXEL COMM

### ***Communication Software***

- 3COM
- BLACKBERRY
- BROOKTROUT
- CASTELLE
- CISCO
- EQUISYS
- IBM
- INTEL
- IPSWITCH
- MICROSOFT
- MOTOROLA
- NOKIA
- NOVEL
- PGP

### ***Voice Mail and FAX***

- 3COM
- BROOKTROUT
- CASTELLE
- CISCO
- INTEL

### ***Conferencing Services***

- Citrix Go To Meeting
- Citrix Go To My PC



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## VoIP Cost Savings Worksheet (One month snapshot of phone bills)

(Month of \_\_\_\_\_ )

### *Present Costs*

Present Local Phone Bill	\$ _____
Present Local Phone Installation	\$ _____
Present Domestic Long Distance Bill	\$ _____
Present International Long Distance Bill	\$ _____
Present Cell Phone Bill	\$ _____
Long Distance Abuse Expense	\$ _____
FCC Surcharge for Access	\$ _____
Tax Costs	\$ _____
Audio Conference Phone Bill	\$ _____
Fax Costs for Phonenumber	\$ _____
Paper and Toner	\$ _____
800 # Expense	\$ _____
Internet Access, T1, Bandwidth	\$ _____
▶ Total Monthly Costs	\$ _____

### *Proposed Costs*

Proposed Local Phone Bill	\$ _____
Proposed Local Phone Installation	\$ _____
Proposed Domestic Long Distance Bill	\$ _____
Proposed International Long Distance Bill	\$ _____
Proposed Cell Phone Bill	\$ _____
Proposed Long Distance Abuse Expense	\$ _____
Proposed New Equipment Cost	\$ _____
Proposed Tax	\$ _____
Audio Conference Service	\$ _____
Fax to Email Conversion	\$ _____
Paper and Toner	\$ _____
800 # Expense	\$ _____
Internet Access, T1, Bandwidth	\$ _____
One Time Investment (Installation & Equipment)	\$ _____
▶ Total Monthly Costs	\$ _____

### *(Additional Benefits beyond Cost Savings)*

By simply answering these financial questions, you will quickly be able to calculate your return on investment, which will typically range from a minimum of 25% to 500% in cost savings.

▶ Total Monthly Savings	\$ _____
▶ Total Annual Savings	\$ _____
▶ Total Three Year Savings	\$ _____

In addition to the cost savings, there are tremendous operational enhancements to the phone system that will provide a substantial improvement in productivity, maintenance, adds, moves, and changes, etc. The phone numbers also now belong to the client and are no longer the property of the phone company.



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## VR Meetings Video Conferencing Solution

(Month of \_\_\_\_\_ )

Present Cost of Airline Ticket \$ \_\_\_\_\_

Cost to change an airline ticket \$ \_\_\_\_\_

Present Cost of Cab Fare \$ \_\_\_\_\_

Present Cost of Hotel Room \$ \_\_\_\_\_

Present Cost for Meals \$ \_\_\_\_\_

Average Corporate labor cost \$ \_\_\_\_\_

Total Cost to Fly a Candidate \$ \_\_\_\_\_

Proposed Video Conference Equipment \$ \_\_\_\_\_

(Web Cam, High-speed Internet, Speakers, Etc.)

Total Monthly Savings \$ \_\_\_\_\_

Total Annual Savings \$ \_\_\_\_\_

Total Three Year Savings \$ \_\_\_\_\_

## Additional benefits beyond cost savings

In addition to the cost savings there are tremendous operational enhancements with the video conferencing that will provide a substantial improvement in productivity for both the interviewer and candidate, not to mention the cost of 1 or 2 days off of work for the candidate during the interview process.