

YOUR BUSINESS. YOUR CALL: FIND THE RIGHT PHONE

SYSTEM FOR YOU

A quick, no-fluff checklist to help you pick the best phone system for your team.





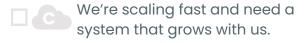
What does your team setup look like?







How fast is your business growing?









How often do you have call spikes?

Regularly—our team needs a system that can handle traffic surges.





Do you need to connect your phone system with other business tools (CRM, customer service, etc.)?

Yes, integration is key for us—we need a system that plays well with others.

No, we just need a reliable phone system that gets the job done.



BUDGET & COST CONSIDERATIONS



How do you prefer to handle costs?



I'd rather pay a predictable monthly fee than deal with a big upfront cost.



I'm okay with a larger investment upfront to avoid ongoing fees.



Do you have an in-house IT team to manage phone system maintenance?



We're remote-friendly and need seamless access from anywhere.



We're all in one location and don't plan to change that.





How important is it to keep costs flexible?



Very—we want the ability to scale up or down as needed.



Not really—we're fine with a set investment and keeping it that way.





How much control do you need over your phone system security?



We handle sensitive data and need full control over security settings.



I trust a provider to handle security updates and compliance.



What's your risk tolerance for potential downtime?



We want built-in failover protection from a provider so we don't have to worry.



We need to manage reliability inhouse to ensure zero disruptions.





FUTURE-PROOFING YOUR BUSINESS



How important is staying on the cutting edge of technology?



Very—we want a system that keeps up with new features and innovations.



Not a priority—we just need something as it is something solid that won't require constant updates





What's your approach to system upgrades?



I don't want to think about them—I need automatic updates built in.



We prefer handling upgrades on our own schedule and terms.







RESULTS & RECOMMENDATIONS

If most of your answers have the a cloud-based phone system is likely your best fit. Cloud solutions offer flexibility, lower upfront costs, and easy scalability-perfect for growing businesses and remote teams. Lamb Telecom can help you design a vendorneutral, growth-ready cloud solution that meets your needs.

If most of your answers have the an on-premises system may be the way to go. On-prem solutions provide greater control, reliability, and compliance benefits-ideal for businesses that prioritize security and long-term stability. Lamb Telecom can assist in configuring an optimized on-prem phone system that aligns with your IT strategy.



If your answers are evenly mixed, a hybrid approach might be your best bet. A hybrid system combines cloud flexibility with onprem control, offering the best of both worlds. Lamb Telecom can evaluate your needs and create a customized hybrid strategy.

