

## Why Xorcom is the Best Choice Amongst Open Source IP-PBX

*So, you've decided to take the leap and invest in an IP-PBX phone system for your business. You've defined your telephony needs, done your research, and determined that open source IP-PBX is the right choice. (If you haven't, please refer to the [three previous papers](#) in this four-part series.) Now you're confronted with the challenge of choosing a vendor. This paper discusses the benefits of deploying Xorcom's open source platform IP-PBX systems.*

### Gradients of Open Source

**Open source platforms** are available for free and are generally feature-rich and robust, as they are developed and tested by a worldwide developer community. However, in the IP-PBX world not all open source platforms are alike. The value of open source is that it is accessible to users so they can customize systems to their needs and are not dependent on a single vendor. Among IP-PBX vendors there are three variations of open source systems - semi-proprietary, server-based, and non-proprietary.

**Semi-proprietary systems** are built on open source platforms that are protected with a layer of code that is not accessible by the customer. These systems sometimes limit interoperability with peripheral hardware so that customers have to purchase devices and peripherals from the system provider. While customers enjoy the cost benefits associated with open source, they are tied to the vendor if they need to upgrade or expand their systems.

**Server-based systems** are provided by system integrators who install open source software on a hardware platform of their choice. This enables them to provide highly customized systems at lower costs than proprietary software systems. However, this method has several drawbacks. These systems may lack the robust reliability, interoperability, and performance predictability of open source solutions that are not fixed to specific hardware.

**Non-proprietary systems** are true open source systems that enable maximum reliability and flexibility while providing the cost savings of open source platforms. Xorcom is the only commercially supported open source IP-PBX vendor that provides its dealers and customers with root access to the source code and enables integration with third party products. From the customer's perspective this means maximum freedom in designing and modifying an IP-PBX system without having to deal with extra charges and unexpected costs.

*The unique mechanical design of Xorcom's hardware provides unmatched **flexibility** in the telephony interface.*

## Xorcom's Systems are Based on Asterisk

Asterisk is the leading open source IP-PBX platform and has been on the market for over ten years. Using Asterisk means that customers are not charged license fees or fees per extension. A worldwide developer community is constantly upgrading the software and adding new features that become available to end users at little or no extra cost.

All Xorcom products are based on the Asterisk open source platform, making them easy to install and maintain. By designing their systems on Asterisk, Xorcom is able to offer feature-rich solutions at highly cost-effective rates. Xorcom engineers are part of the worldwide Asterisk development team and have contributed significantly to developing the platform to increase reliability and robustness.

*No per user license fees means customers get great **value-for-money**.*

## End-to-end Solutions

Xorcom offers solutions for any size or type of business, from home offices to multi-site enterprises. The company has leveraged its expertise in the field to provide an entire range of features and modules, enabling customers to receive a system that completely meets their current and future needs. Xorcom provides bundled systems for certain sectors, such as healthcare and the hotel industry, to make it easy for customers from those businesses to select the best IP-PBX system.

*Check out Xorcom's [extensive library of case studies](#) which cover a wide range of industries.*

Xorcom maintains its leadership position by constantly innovating to develop budget conscious solutions to users' needs. For example, Xorcom's unique TwinStar™ product is the world's most cost-effective full redundancy solution for IP-PBXs. TwinStar automatically detects if a server fails and immediately switches all telephony functions to a backup server. This quick and automatic failover process keeps downtime to an absolute minimum, ensuring maximum business continuity.

*[TwinStar™](#) is an "industry first" complete failover solution that ensures **business continuity**.*

## Why Xorcom?

As a business considering the options for an open source IP-PBX telephony solution, you want to deal with a vendor that provides the most advanced technology with the greatest flexibility at a price that you can afford. Xorcom has developed a complete offering that addresses the needs of businesses at every stage of the business lifecycle.

*Xorcom's systems are rigorously tested to provide **predictable performance**.*

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Xorcom's IP-PBX telephony systems provide maximum flexibility and reliability. They have been tested thoroughly so their performance is highly predictable. Xorcom's channel partners are carefully vetted to be sure that they will be a single source of support and guidance for users. Open source platforms represent great value and Xorcom believes in passing as much of that value as possible on to our customers.

## About Xorcom

Xorcom, established in 2004, designs and manufactures business telephony solutions that support both traditional PSTN and VoIP communication. All Xorcom products are based on the Asterisk open source platform, making them easy to install and maintain as well as cost-effective, since there are no per user license fees.

Xorcom has been awarded "Best of Show" seven times over the past four years by TMCnet, the world's leading business to business and integrated marketing media company, in categories ranging from "Best On-site Product Launch", through "Best of Open Source", to "Most Innovative Product". Xorcom sells its products via worldwide distribution channels, OEM partners, and an office in the USA.

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*This paper is the fourth in a series about IP telephony platforms. The [first paper in the series](#) is intended for readers who are new to the field and wish to understand the terminology that is used in the industry. In the [second paper](#) we review the differences between IP-PBX systems that are proprietary and those that are based on open source. The [third paper in the series](#) provides an easy-to-use guide for choosing the best IP-PBX system for your needs. The fourth document (this paper) presents Xorcom's advantages as a leading provider of IP-PBX systems based on an open source platform.*