



Even though video meetings surged through the Covid pandemic, telephony is still the most common form of communication. This, combined with the growing demand for cloud services, has prompted Nuvias UC, as a leading provider of UC solutions, to launch a new service – STAC.

## Addressing the Continuing Requirement for Telephony

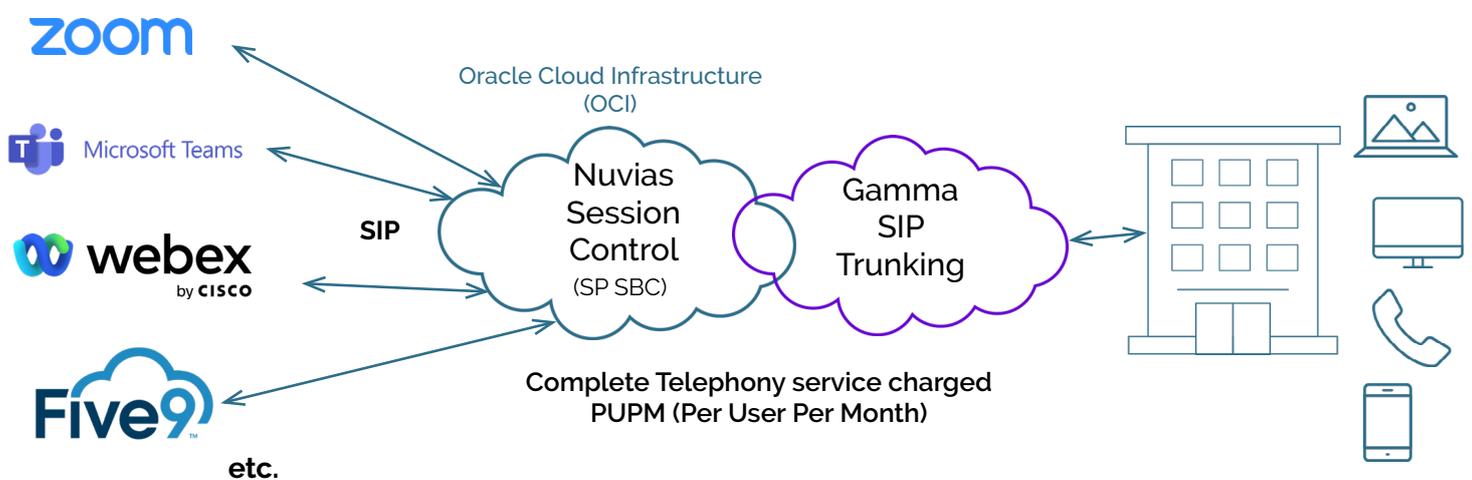
With the upheaval caused by the Covid pandemic, the sudden move to online meetings and now the desire to enable a hybrid workforce wherein any meeting is likely to include both face-to-face and remote participants, it is easy to forget the method of communications we used to rely on the most pre-pandemic: telephony. While most internal communications are now facilitated purely within the communications platform, be that Teams, Zoom, Webex, RingCentral or any of the other cloud services available, external communications with customers, partners and suppliers will still frequently use telephony.

A Unified Communications service, whether delivered from the cloud, on-premises or a hybrid of the two, must include a telephony service. Of course, where previously the end-user would have to source their own communications links (or SIP trunks) to connect to their on-premises IP PBX, the expansion of cloud communications services has led to the need to deliver this connectivity between the cloud and the various business locations. Furthermore, with the pervasive use of SIP (Session Initiation Protocol; used to enable IP communications between two or more endpoints) and the risks that the use of any IP service brings, this service must also be secured from attacks, threats and fraudulent use.

STAC from Nuvias UC delivers a reliable, secure and cost-effective telephony service to integrate with your cloud communications services. STAC is available to all our resell partners in the United Kingdom to enable them to offer the full end-to-end UC service while being able to rely on the expertise of the Nuvias UC team to provide any required technical services, to remove the complexities, such as service and telephony billing, and allow them to focus on their customer.

# The STAC Solution

STAC is underpinned by the market leading Session Border Controller (SBC) from Oracle. The SBC ensures the security of the service while also enabling connectivity between the cloud and the customers' sites and providing an interworking point to ensure telephone calls can be placed and connected. These SBC's operate in redundant pairs to ensure that STAC can deliver a highly reliable service even in the event of any unforeseen failure or outage. The SBC's are also hosted in the Oracle Cloud Infrastructure (OCI) providing greater levels of security and performance than any other cloud, making it ideal for mission critical, real-time services such as STAC<sup>1</sup>. The Oracle SBC is certified for use with Microsoft Teams and Zoom Phone.



The SIP connectivity in the United Kingdom comes from Gamma, a leading provider of Unified Communications as a Service (UCaaS) and the market leader for SIP trunking in the UK<sup>2</sup>. Gamma are renowned for their expertise with SIP and for their knowledge and understanding of the reseller community. Gamma's innovation in SIP connectivity will ensure that STAC remains a highly competitive service for years to come.

Finally, the STAC service is built and managed by the experts at Nuvias UC. Our team of engineers has worked alongside Oracle for more than 12 years and has delivered the Oracle Communications products across multiple service providers both in the UK and beyond. Now, the Nuvias UC team is expanding their focus to run STAC, as well as the other Voice Integration Services offered by Nuvias UC, and to ensure that this meets all the expectations of our customers, the resellers, and importantly, their customers, the end-users. STAC is a fully managed service, meaning any service changes or additions can be implemented by the STAC technical team. Furthermore, they will ensure the ongoing operation of the service and will implement any required upgrades or fixes while focussing on availability and uptime for the end-users.

<sup>1</sup> According to Oracle

<sup>2</sup> Gamma 2020 financial results show 45% of SIP trunks sold in the UK were with Gamma

## Simplicity and Security

Our primary goal in delivering STAC is to ensure that all aspects of the service are easy for both the reseller and the end-user. The combined expertise of the parties involved in the delivery of the service mean that, as a reseller, you can be certain you are offering a best-of-breed service that will complement the cloud communications services you are offering to your customers. As an end-user you can have the peace of mind that the communications infrastructure is resilient and secure and that you do not need any highly skilled communications engineers in order to maintain your service.

The screenshot displays the Hub website interface. On the left, a dark grey panel contains a 'Welcome to Hub' message, an introduction to the 'webstore', and contact information. On the right, a white panel features a 'Sign up' section with a form for email and password, and a 'Registered users' section with a login form and a 'Log in' button. The background is a colorful geometric pattern.

### Welcome to Hub

Hub is the home of a number of secure portal services produced by **Nuvias UC** for the unified communications industry.

### Introducing webstore

The Hub **webstore** is a central, distribution-focussed market place for all things to do with the communication industry.

You can **view as a guest** to see a selection of key products at the manufacturer's **recommended retail price (RRP)**, or **sign up** to gain access to a full catalogue with highly competitive prices.

### & more

If you would like to find out more about Hub, Nuvias UC or any of our other products and services then please visit [www.nuvias-uc.com](http://www.nuvias-uc.com) or telephone **+44 (0) 1633 533109**.

### Sign up

Fill in a few details about yourself and we'll get the ball rolling.

[Sign me up](#)

### Just visiting

View our most popular products at RRP prices. Note: discounts are available for registered users.

[View as a guest](#)

### Registered users

If you've already registered, enter your details below.

*email address*

*password*

[Log in](#)

[\(but I forgot my password\)](#)

STAC is orderable via Hub, Nuvias UC's online marketplace. The reseller will input their order details together with the required end-user information and simply click a button to confirm the transaction. From there, Nuvias UC will take care of all the service configuration, any required number porting, and the cloud integration. Nuvias UC will also taking care of the rating and billing for the service and any out of plan telephone calls that are charged on top of the inclusive minutes.

## Benefits of STAC

- Enables resellers to offer a best-of-breed telephony service that is reliable, secure and cost-effective
- Allows reseller partners to focus on their customers, not the technicalities
- A fully managed service, whereby any service changes or additions can be implemented by the experienced STAC technical team
- Simple to order via Nuvias UC's online marketplace - Hub
- Simple billing – per user, per month, including call minutes
- The service is based on the market leading SBC from Oracle
- SIP connectivity from Gamma, the market leader for SIP trunking in the UK
- Scalable, resilient and redundant by design

## About Nuvias UC

Nuvias UC\* is a leading Unified Communications & Collaboration solutions and technology enabler with more than 12 years' in-depth experience in the market. Our rapid development over the past decade has been recognised with various industry awards, including the prestigious Deloitte's UK Technology Fast 50 and EMEA Technology Fast 500. With headquarters in the UK, Nuvias UC also has an established presence in Europe and is continuing to grow.

Our mission, as Europe's fastest growing distributor of innovative unified communications, collaboration, and cloud solutions, is to make it easy for partners to meet the needs of their customers by enabling the onboarding, deployment, and support of products, services, and solutions on behalf of top-class vendors.

Together with our vendors, we provide solutions across cloud infrastructure and cloud services, plus a comprehensive set of audio and video devices, which enhance everyday collaboration.

Before the hardware/software reaches the end-user via resellers and service providers, we pair the solution with our own in-house services, expertise and eco-system compatible devices, which enable our partners and their customers to fully utilise the UC opportunity.

Whether it's marketing, financial or technical support you need, we're here to help. The services which we have built come under one 'UC MadeEasy' title, which represents everything we do to drive a full end-to-end solution while helping our partners grow their business.

For more information about how we Make it Easy for the Channel and what each of the above services and offerings involves, **[take a look at our MadeEasy Brochure.](#)**