EXECUTIVE OVERVIEW · SALES ACTIVATION

VOIMAR Telco Stack Comparison Matrix

VOIMAR
New World Connected

One voice platform, six ways to buy it. VOIMAR builds, owns and runs its communications stack in South Africa, on its own network. Customers choose the door that fits: a cloud PBX, a secure government platform, sovereign messaging, a private secure app, a trunk for their own PBX, or phone calls inside Microsoft Teams.

Every product signs in with one Voimar ID. Numbers, porting and billing come from VOIMAR as a Class ECS licensee working with carrier partners.

The stack at a glance

CLOUD PBX

vKOM-PBX

Cloud PBX built and owned in Africa, from small business to enterprise and government. Used with the vDIALER app for calls and team chat, and desk phones.

SECURE VOICE

vKOM-SECURE

The same PBX core, hardened for government, defence and finance. Encrypted to every phone; hosted by VOIMAR or on the customer's own hardware.

SOVEREIGN MESSAGING

vCOMMAND

End-to-end encrypted chat, rooms, files, voice and video, with the vCOMMANDER app and an optional South African phone number.

PRIVATE SECURE APP

vKONNECTOR

An encrypted VPN layer, end-to-end encrypted SecureChat that keeps nothing on the server, and private-line calls, for executives and field teams.

BRING YOUR OWN PBX

SIP Trunk & SBC

Connect an existing PBX through VOIMAR's managed session border controller, with South African numbers, porting and per-second billing.

MICROSOFT

Teams Direct Routing

Phone calls inside Microsoft Teams through VOIMAR, with no Microsoft Calling Plan needed. Per-user reports and statements.

Why VOIMAR

Built and owned in Africa
VOIMAR builds and runs its own platforms on its own network.

Hosted in South Africa
Our platforms run on VOIMAR infrastructure in South Africa.

One identity
One Voimar ID across every app, with one invoice from VOIMAR.

POPIA by design
Consent checks, encrypted recording and privacy controls built into the products.

Comparison matrix

Capability	vKOM-PBX Cloud PBX + vDIALER	vKOM-SECURE Secure PBX + vDIALER / vKONNECTOR	vCOMMAND vCOMMANDER app	vKONNECTOR Private secure app	SIP Trunk & SBC Your own PBX	Teams Direct Routing Microsoft Teams
WHO AND HOW						
Best for	SMB to enterprise, municipalities, call centres, PBX migrations	Government, parliament, security cluster, defence, finance	Government and enterprise teams that need sovereign messaging	Executives, VIPs and field teams	Customers keeping their own PBX	Organisations standardised on Microsoft 365
Delivered as	vDIALER app (calls and team chat) on any device, plus SIP desk phones	vDIALER, vKONNECTOR and encrypted SIP desk phones	vCOMMANDER app in the browser, on desktop and mobile	App plus a VPN profile on the phone	SIP trunk to the customer's PBX	The customer's Teams apps and Teams phones
Sign-in	✓ Voimar ID	✓ Voimar ID	✓ Voimar ID	✓ Voimar ID	– Trunk credentials	– Microsoft account
CALLING						
South African numbers and porting	✓ Numbers online, porting handled by VOIMAR	✓ Numbers (DIDs) per organisation	◐ Optional personal SA number	◐ Private line with bundled minutes	✓ Numbers and porting handled by VOIMAR	✓ VOIMAR numbers in Teams
Free internal calls	✓ Between extensions and branches	✓ Across the organisation	✓ App-to-app voice and video	✓ App-to-app private calls	– Handled by your PBX	– Handled by Teams
IVR, queues, ring groups, office hours	✓ Auto attendant, queues, ring groups, holidays	–	–	–	– Your PBX	– Teams
Voicemail and conferences	✓	✓	◐ Group calls and video rooms	–	– Your PBX	– Teams
One number on many devices	✓ One extension rings everywhere	✓	✓ Every signed-in device	✓ Each of your phones	–	✓ Teams on every device
COLLABORATION AND ADD-ONS						
Messaging	✓ vDIALER Team chat and workgroup notes; SMS and WhatsApp shortcuts	✓ vDIALER Team chat; end-to-end encrypted SecureChat with vKONNECTOR	✓ Chat, rooms, spaces, files	✓ SecureChat with disappearing messages	–	– Teams chat
Video and screen share	–	–	✓ Video calls, screen share, video rooms	–	–	– Teams meetings
Call centre	◐ Agent and Supervisor seats: campaigns, preview dialling, calling-hours, do-not-call and POPIA consent checks	–	–	–	–	–
Reception console	◐ vDOORMAN: live lamps, one-click transfer, multi-screen	◐ vDOORMAN	–	–	–	–
Call recording	◐ POPIA-compliant, encrypted add-on	◐ POPIA-compliant, encrypted add-on	–	✓ Never recorded, by design	–	–
SECURITY AND CONTROL						

Capability	vKOM-PBX Cloud PBX + vDIALER	vKOM-SECURE Secure PBX + vDIALER / vKONNECTOR	vCOMMAND vCOMMANDER app	vKONNECTOR Private secure app	SIP Trunk & SBC Your own PBX	Teams Direct Routing Microsoft Teams
Encryption	✓ Encrypted signalling and audio on vDIALER; flood and brute-force protection	✓ Encrypted signalling and audio to every phone; unencrypted SIP refused; attack shield	✓ End-to-end encrypted chat; encrypted calls	✓ End-to-end encrypted chat inside an encrypted VPN; encrypted calls	◐ Managed SBC with flood and attack protection	✓ Encrypted link between Teams and VOIMAR
Spend control	✓ Class of service, budgets, spend caps	✓ Budgets per unit, PIN dialling, prepaid wallets; emergency numbers always connect	◐ Monthly cap on outside calls	◐ Minutes in plan	◐ Channel limit per trunk	◐ Per-user usage reports
Hosting	VOIMAR, in South Africa	VOIMAR in South Africa, or the customer's own hardware	VOIMAR, in South Africa	VOIMAR, in South Africa	VOIMAR SBC, in South Africa	Calls to the phone network through VOIMAR in South Africa
Management and APIs	Self-service console, call reports with CSV export, REST API	One pane for super admin, reseller and customer; white label; REST and CDR APIs	Managed by VOIMAR; room and group controls in the app	Managed in the app	Per-second rating on the VOIMAR invoice	Per-user reports and statements
COMMERCIALS						
Commercial model	Per extension plus call usage; vDIALER per user	Per extension; vKONNECTOR per person; no licence or channel caps	Per user, quoted	Monthly plans; higher plans include minutes	Per trunk plus per-second usage	Per user plus usage; customer holds Teams Phone licences

✓ Included ◐ Add-on, option or partial – Not part of this product

What to lead with

"Our PBX is old, we want a modern phone system."

Lead with vKOM-PBX

Numbers bought online, porting handled for them, vDIALER for calls and team chat on every device, IVR and queues from day one.

"We run a sales or collections floor."

Lead with vKOM-PBX + Call Centre

Agent and Supervisor seats with campaigns, preview dialling and built-in calling-hours, do-not-call and POPIA consent checks.

"Our calls carry state or security-sensitive information."

Lead with vKOM-SECURE

Encrypted to every phone, unencrypted SIP refused, budgets per unit, and the option to host on their own hardware.

"We need WhatsApp-style messaging we control."

Lead with vCOMMAND

End-to-end encrypted chat, groups, files, voice and video on South African infrastructure, with optional phone numbers.

"Our executives need a private line that stays private."

Lead with vKONNECTOR

Encrypted VPN, SecureChat that keeps nothing on the server, disappearing messages and private calls that are never recorded.

"We already live in Microsoft Teams."

Lead with Teams Direct Routing

Real phone numbers in Teams without a Microsoft Calling Plan; add a SIP trunk for any PBX they keep.

Recommended bundles

BUSINESS

Modern Office

- vKOM-PBX with vDIALER (calls and team chat) for every user
- vDOORMAN at reception
- Call recording add-on

CONTACT CENTRE

Contact Floor

- vKOM-PBX
- Call Centre Agent and Supervisor seats
- POPIA-compliant call recording

GOVERNMENT AND DEFENCE

Sovereign Secure

- vKOM-SECURE with vDIALER in the back office
- vKONNECTOR for executives and field teams
- vCOMMAND for encrypted team messaging

MICROSOFT 365

Teams Connected

- Teams Direct Routing
- SIP Trunk for remaining PBXs
- Numbers and porting through VOIMAR