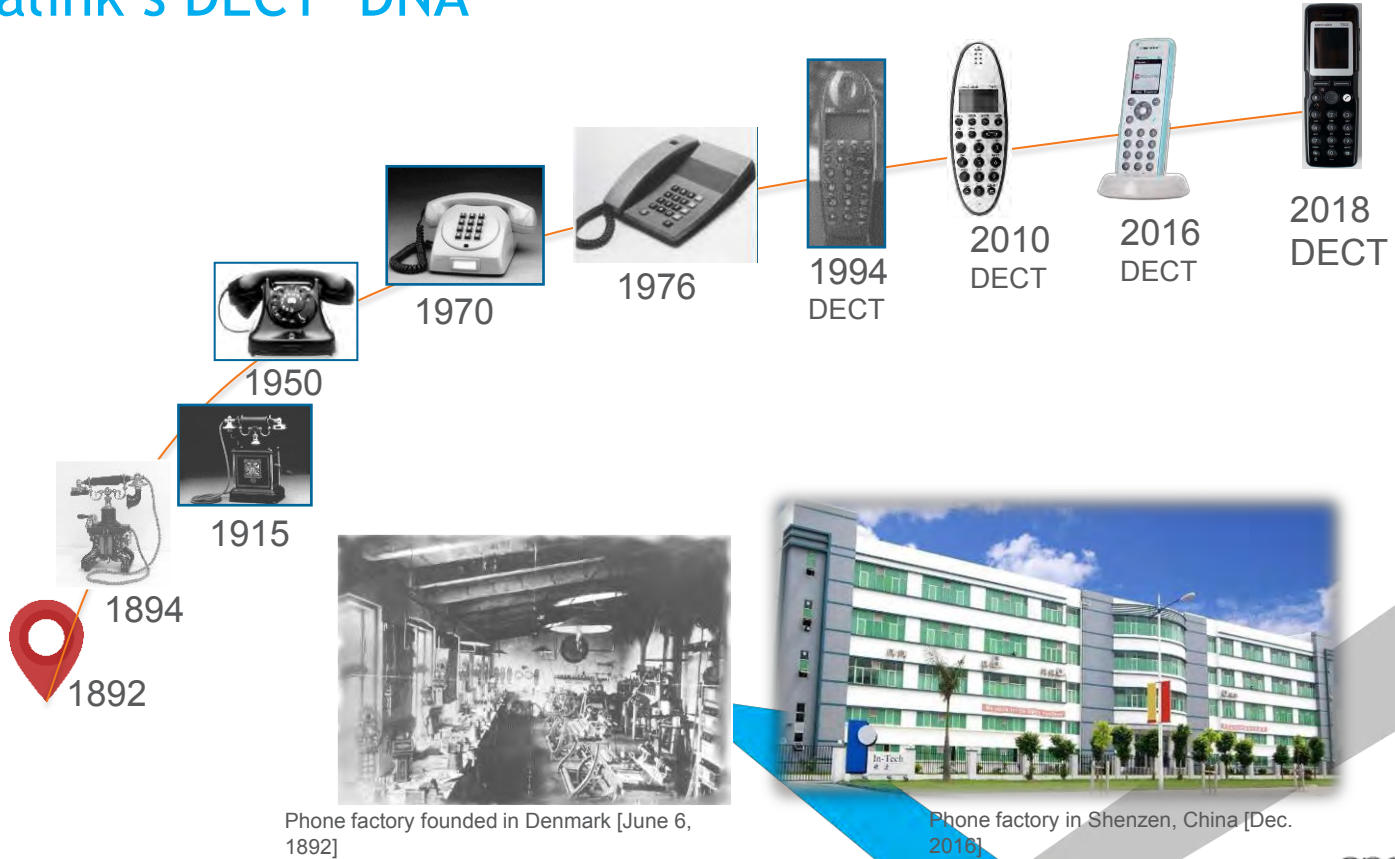# spectralink
The WorkSmart Company

Product Update

May 2018

Our history

Spectralink was founded in 1990 in Boulder, Colorado when we invented the first purpose-built mobile devices to serve the unique needs of mobile workers.

2017: Celebrates 25 years in healthcare mobility

2016: Partnership with Cisco

2015: Launch of Pivot

2012: Spectralink divests from Polycom

2011: New Microsoft Partnership

2007: Polycom acquires Spectralink

2006: Spectralink acquires KIRK Telecom

1998: First Wi-Fi product shipment

1996: IPO, Nasdaq: SLNK

1992: First 900 Mhz Product shipment

1990: Founded

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Spectralink's DECT DNA

1892

1894

1915

1950

1970

1976

1994
DECT

2010
DECT

2016
DECT

2018
DECT

Phone factory founded in Denmark [June 6, 1892]

Phone factory in Shenzen, China [Dec. 2016]

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Enterprise DECT Mobility | Key Verticals FOCUS

Healthcare / Elderly Care

Hospitality

Manufacturing

Retail Chain

Banking / Finance

Spectralink DECT Enterprise Mobility Solution for All Your Needs

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Spectralink DECT Solution - Overview

High level overview

DECT Product Overview - TODAY

IP-DECT Server(s)		Hybrid-DECT Server(s)	
Model: 400 Multi-Cell 4-30 Users	Model: 6500 Multi-Cell 30 – 4K Users	Model: 2500 Multi-Cell 4 – 150 Users	Model: 8000 Multi-Cell 150 – 4K Users

Butterfly Handset	75-Series Handset	72-Series Handset	76-Series Handset	77-Series Handset

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Spectralink offers special accessories to maximize the capabilities of the Spectralink 7000 solution

Spectralink DECT 7000 Accessories

- Charging stands
- Carrying options
  - Leather and industrial cases
  - Rugged holsters and clips
  - Nylon lanyard

Selecting the right accessories will help you maximize benefits for customers

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DECT Innovation & Product Planning

DECT Product Overview | Updated

new

SOHO	IP-DECT Server(s)		Hybrid-DECT Server(s)	
Model: 200 Single-Cell 2-12 Users	Model: 400 Multi-Cell 4-30 Users	Model: 6500 Multi-Cell 30 – 4K Users	Model: 2500 Multi-Cell 2 – 150 Users	Model: 8000 Multi-Cell 150 – 4K Users
7502 Handset	Butterfly Handset	75-Series Handset	72-Series Handset / 76-Series Handset	77-Series Handset

Centralise Management & End-End Security

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7502 DECT Handset

- New 7502 Entry Level DECT Handset Model
- Colour: Black ONLY
- Colour Display
- Wired Headset Support
- Replaceable Li-ion Battery
- Vibration Alert – Yes
- Targeted Messaging – (24 char) – e.g. "Fire Alert. Leave NOW"
- Rx Broadcast Messaging supported. XML API can confirm message delivery
- All standard languages supported (15)
- Notes:
  - Call Transfer Icon under "R" key
  - Voicemail icon under "1" key

Message Example

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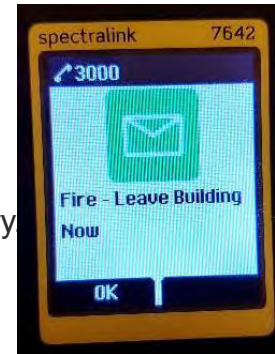
ITSP / SP – SOHO Segment Product Fit DECT Solution

- • Product Required:
  - – Cost effective single cell DECT solution
    - • 200 IP-DECT Server
    - • (e.g. 200 IP-DECT Server + Built-in DECT Radio Base Station).
  - – Max Handsets Supported: 12 handsets
  - – Simultaneous Calls: 6
  - – Repeaters: 3
- • Zero-Touch Provisioning Support
  - – Redirection Server to point to ITSP / SP's Provisioning Server
  - – Server to securely download firmware, config & user settings
  - – Handset firmware Updated OTA
  - – Handset configuration over the air (Planned)

Handset:
1. Supports ability to receive 24 character TEXT Message (e.g. "Fire Alarm")
2. Integration with leading UC/UCaaS Call Control Platforms – including:
   - ▪ Cisco CUCM/HCS *
   - ▪ Broadsoft Broadworks
   - ▪ Microsoft SfB
   - ▪ Others (as standard) IP-PBX / UC platforms supported
3. Li-ion battery

Spectralink DECT servers	200
Markets	SOHO Store Chain
PBX Integration	IP (SIP)
Spectralink IP-DECT Base Station	Single Cell
Spectralink Repeaters	3 per base station
DECT Handsets (max No. subscriptions)	12
Max. no. of simultaneous calls	6

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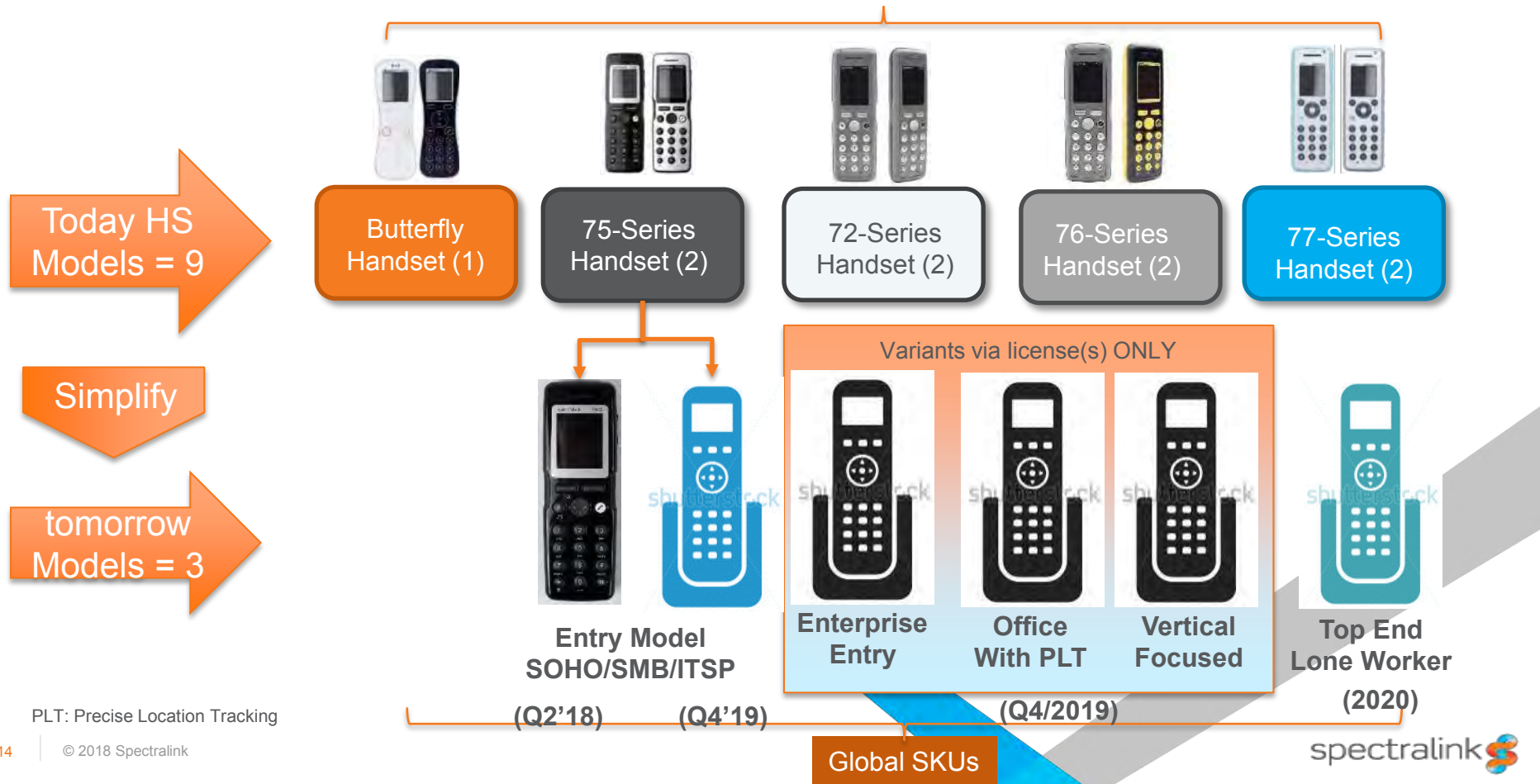# Key IP-PBX / Call Control / UC Platform Focus

- Avaya
  - Aura – (supported)
  - IP Office – (supported)

- Broadsoft
  - BroadWorks – (supported)
  - BroadCloud (Managed Broadworks) – (plan)

- **Cisco**
  - **CUCM – (supported)**
  - **HCS – (supported)**
  - **Spark – (plan)**

- **Microsoft**
  - **Skype for Business On-Prem - (supported)**
  - **MS Teams (Skype for Business Online) – (plan)**

- Asterisk Based
  - Digium
  - Others
- Other platforms
  - Mitel / Shoretel - Continue to support (opportunistic)
  - Unify - Continue to support (opportunistic)

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Spectralink DECT Infrastructure Direction

Cloud Managed / Scalability

SOHO Reach ← | + | → Enterprise Expansion

Cloud DECT Server

On-Premise

<10K+

<4K

<150

<30

<12

New SOHO Solution

8000

2500

6500

400

200

SOHO | SMB/SME | SME/Enterprise | Large Multi-Enterprises

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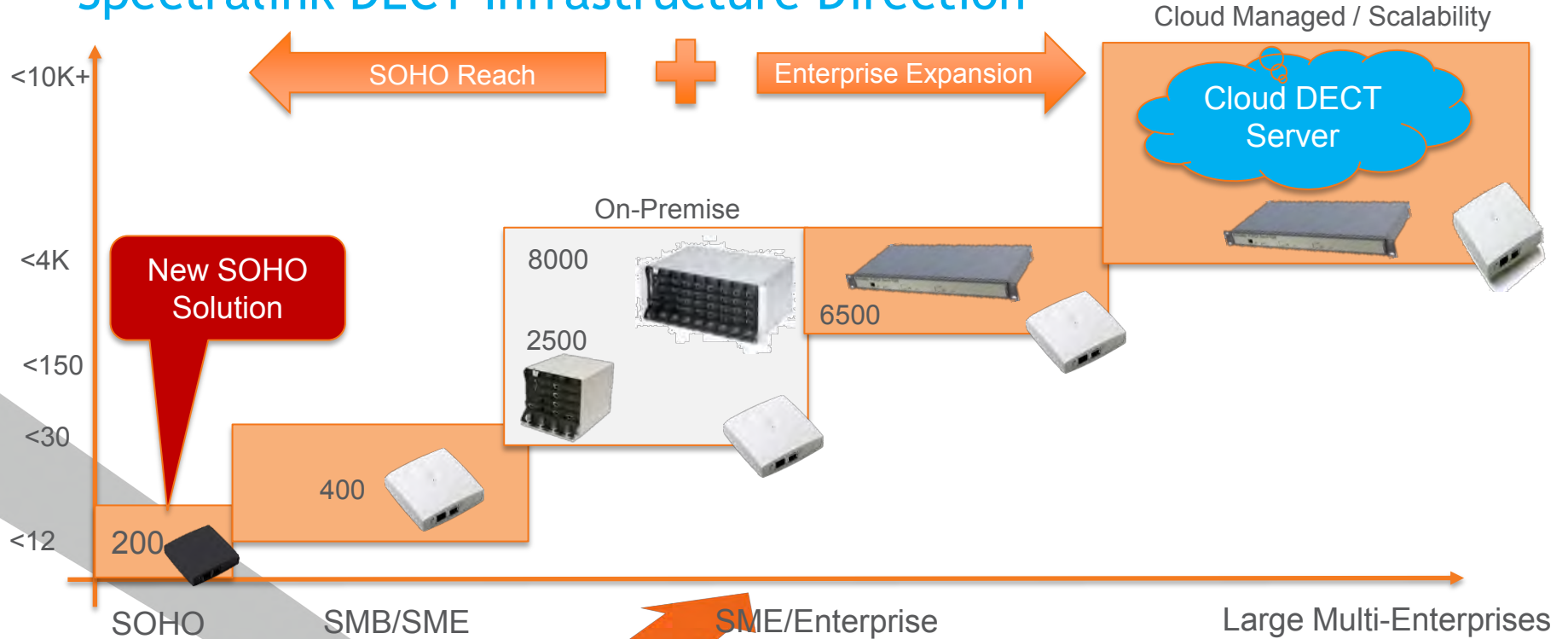
DECT Handset Portfolio today and tomorrow:

Today HS Models = 9

| Butterfly Handset (1) | 75-Series Handset (2) | 72-Series Handset (2) | 76-Series Handset (2) | 77-Series Handset (2) |

Simplify

tomorrow Models = 3

Variants via license(s) ONLY

Entry Model SOHO/SMB/ITSP

(Q2'18)   (Q4'19)

Enterprise Entry

Office With PLT

Vertical Focused

(Q4/2019)

Top End Lone Worker (2020)

Global SKUs

PLT: Precise Location Tracking

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Key Software Solution Focus Across All Products

Location Services
- Precise Location Tracking
- DECT Base Station based triangulation
- Bluetooth LE based tracking
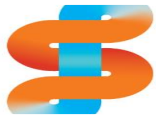
Lone Worker Solutions
- Man-down, no movement & running detecting
- Alarms & Alerts
- Broadcast messaging support (e.g. "fire in zone N")
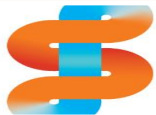
Enterprise Messaging
- User advanced secure messaging
- System to user & group secure messaging
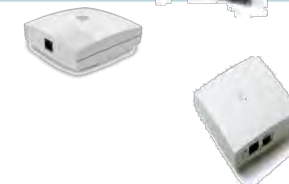- Messaging alerts & alarms

Enterprise Grade Security
- End-End IP security
- Over-the-air DECT security support
- Extensive audit logging

IoT Support & Cloud Integration
- Bluetooth LE support
- DECT ULE Support
- Cloud based Analytics (SpectraCloud)

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DECT Server & RFP Portfolio innovation (high-level roadmap)

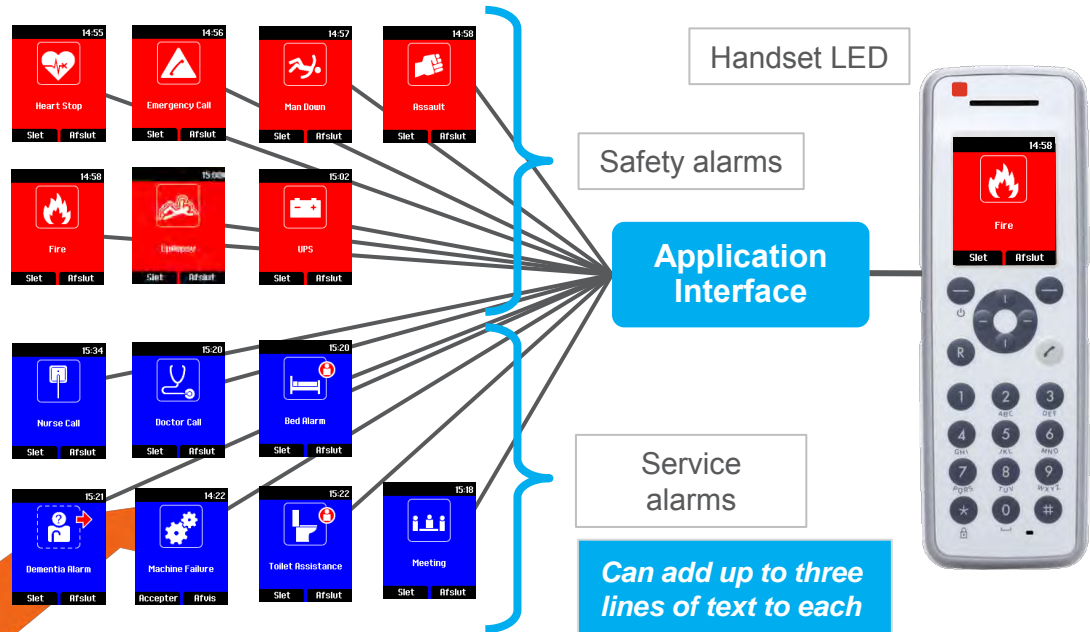| #	Segment	DECT Controllers & Radio		FY	Remarks
1	SOHO/SMB	▪ New 200 (SOHO) ▪ 400 (Small SMB)		2018	200: Single Cell / ITSP / Volume. Add: Redirection / SIP line sharing. Colour: Black
2	SME/Enterprise	▪ 6500 ▪ IP-Gateway		2019+	Use 2500 / 8000 as base Build IP "Gateway" for connecting Digital B/S to IP-DS
3	Hybrid/Migration	▪ 2500 ▪ 8000		2020+	Minimize dev & maintain. Support digital Infra with IP-Gateway
4	All Radio	▪ New Repeater ▪ New IP B/S ▪ New Digital B/S		2020+	Repeater: Centralise management, improved antenna, new design B/S & IP B/S: Improved CPU / RAM; Improve Antenna; F/W: ULE

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DECT Handset Application Possibilities

Broad 3rd Party Application Integration
Enable Innovative Solution & Even Greater Productivity

- DECT AIMS application integration

- Text messaging
- Broadcast messaging
- Location detection
- Task list
- Detection & alarm for:
  - Alarm button
  - Man-down
  - Pull cord
  - User running

Third-party application integration through an open XML protocol as API

Handset LED

Safety alarms

Application Interface

Service alarms

Can add up to three lines of text to each

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DECT Application Integration Management Solutions (AIMS)

The industry's largest ecosystem of application partners to deliver enhanced solutions

The challenge

✓ YOU REQUIRE A SOLUTION THAT EMPOWERS WORKERS IN NEW WAYS

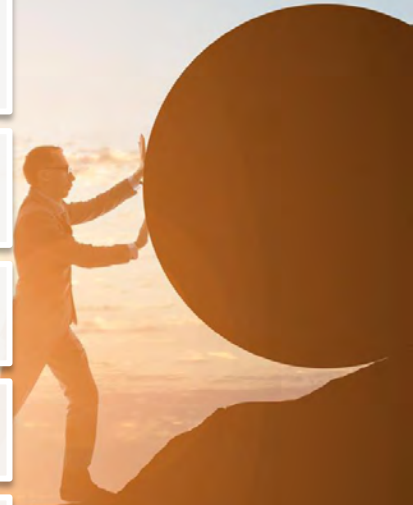✓ MOBILITY SOLUTIONS CAN GIVE YOUR WORKERS ACCESS TO DATA, TEAMS AND INFORMATION FROM ANYWHERE

✓ HOWEVER, BIGGEST MOBILITY CHALLENGES STILL EXIST WITH WI-FI COVERAGE OR MOBILITY VOICE

✓ YOUR WORKERS WANT WHAT THEY USE PERSONALLY

✓ TODAY'S RUGGED SMARTPHONES OR CONSUMER DEVICES STILL FALL SHORT

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Where do todays consumer smartphones fall short?

- TCO – Lifecycle <18 months
- Purpose-built capabilities
- Swappable batteries
- Enterprise-grade security and management
- Wi-Fi voice challenges
- Ruggedness
- Shared devices
- Enterprise-level maintenance

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Where do todays rugged smartphones fall short?

- Bulky, heavy, brick-like
- Wi-Fi voice challenges
- VQO for 3rd party voice/video apps
- TRUE hot swappable batteries
- Third party interoperability

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The Savviest Purpose-Built Enterprise Smartphone

SLEEK, SLIM & LIGHT

INDUSTRY SAVVY

PURPOSE-BUILT

ENTERPRISE CAPABLE & FORTIFIED

HIGHEST QUALITY VOICE

LATEST TECHNOLOGIES

Versity

12:06

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Sleekest, slimmest and lightest

Sleeker, more consumer-like smartphone form factor

- **Width:** 153x76x12 mm

- **Weight:** 204 g, 214 g (scanner)
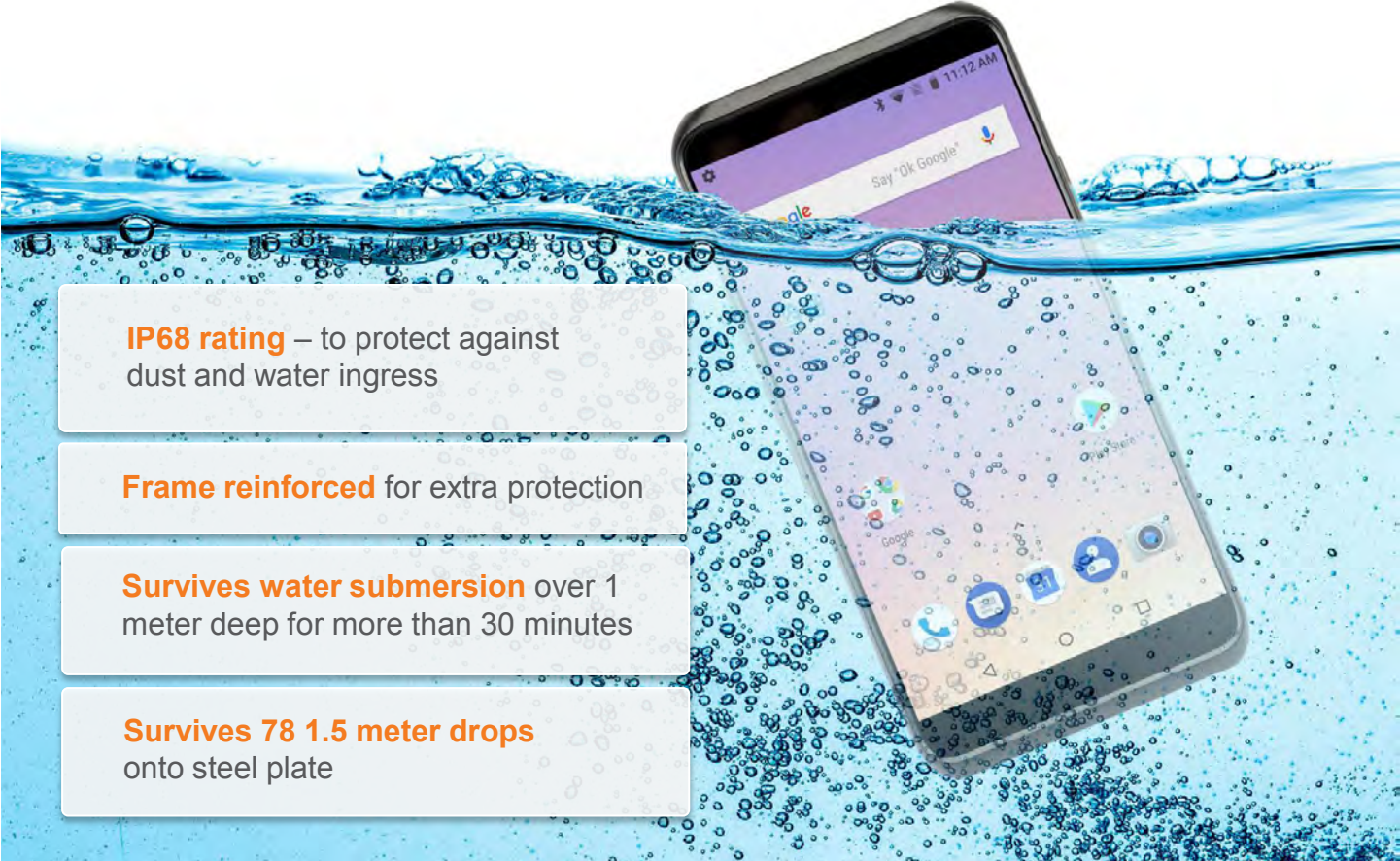
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Maximum display size to fit in one hand

5.2 INCH

Bright 5.2 inch display

High-resolution 1080x1920 display

Like a consumer smartphone

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Rugged to withstand tough environments

IP68 rating – to protect against dust and water ingress

Frame reinforced for extra protection

Survives water submersion over 1 meter deep for more than 30 minutes

Survives 78 1.5 meter drops onto steel plate

ALWAYS ON COMMUNICATIONS

In-building Wi-Fi Communications

Off premise communications with LTE

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The ONLY True Hot Swappable Batteries

Hot swap battery while on a call

Hot swap battery while in an application

Eliminate need to check for battery life

HOT SWAPPABLE BATTERY

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The ONLY Voice Quality Optimization (VQO) Technology

Voice Quality Optimization (VQO) for roaming on Wi-Fi networks

Optimization for third-party UC voice/video apps

Noise suppression, echo cancellation, audio volume

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Industrial strength barcode scanner for retail

- 1D and 2D barcodes
- Fast and accurate
- Exceptional range
- Works in low-light conditions

Eliminate additional scanner hardware

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And more...

Fingerprint reader

RTLS Location

USB type C

Single sign-on capable

LTE

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There Are 4 Versity Smartphone Models

95-SERIES

9540

Streamlined design with slimmer profile
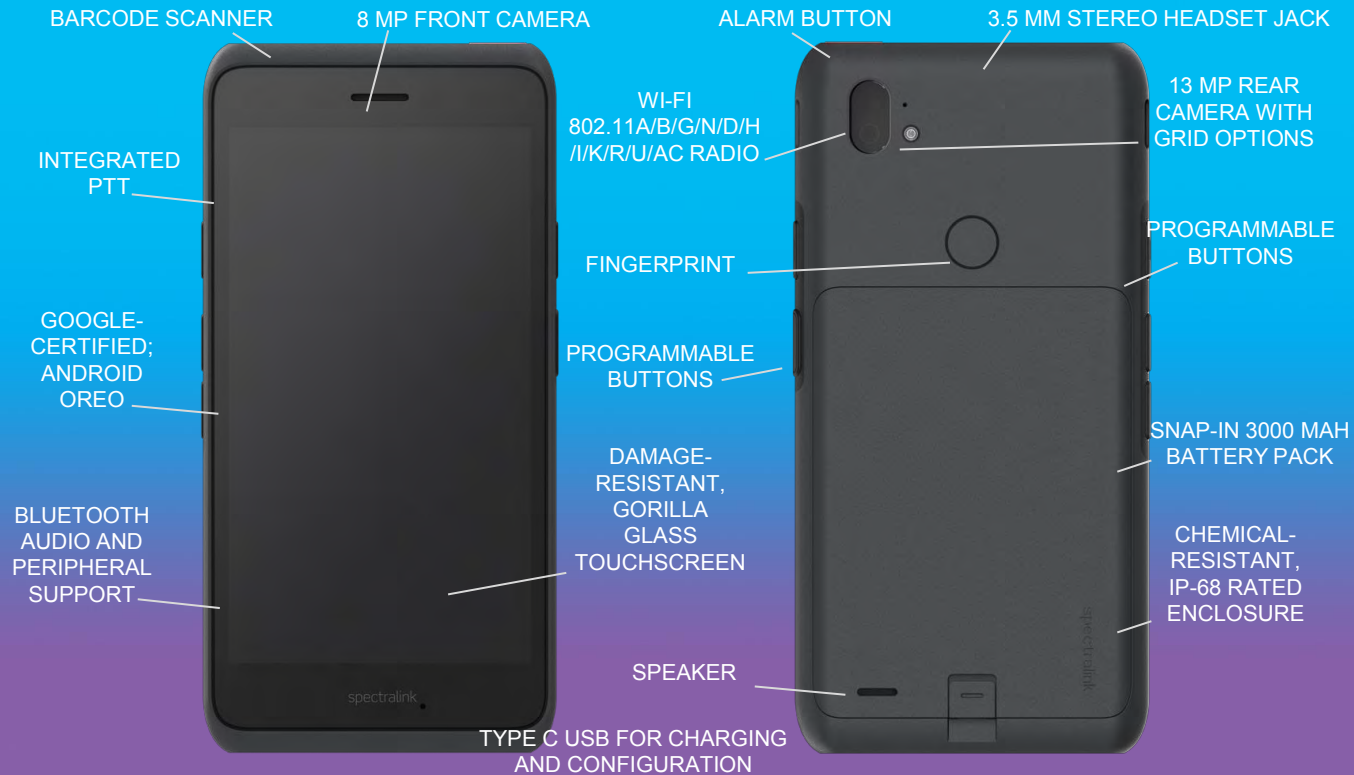
9553

Dedicated, built-in barcode scanner

96-SERIES (LTE)

9640

Streamlined design with slimmer profile

9653

Dedicated, built-in barcode scanner

Versity
12:06

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BARCODE SCANNER

8 MP FRONT CAMERA

ALARM BUTTON

3.5 MM STEREO HEADSET JACK

WI-FI 802.11A/B/G/N/D/H /I/K/R/U/AC RADIO

13 MP REAR CAMERA WITH GRID OPTIONS

INTEGRATED PTT

FINGERPRINT

PROGRAMMABLE BUTTONS

GOOGLE-CERTIFIED; ANDROID OREO

PROGRAMMABLE BUTTONS

DAMAGE-RESISTANT, GORILLA GLASS TOUCHSCREEN

SNAP-IN 3000 MAH BATTERY PACK

BLUETOOTH AUDIO AND PERIPHERAL SUPPORT

CHEMICAL-RESISTANT, IP-68 RATED ENCLOSURE

SPEAKER

TYPE C USB FOR CHARGING AND CONFIGURATION

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Accessories
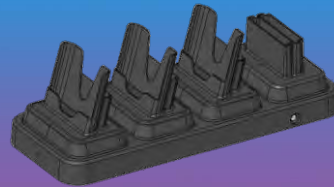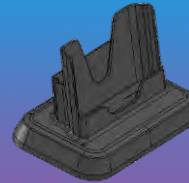

BELT CLIP

LEATHER CASE

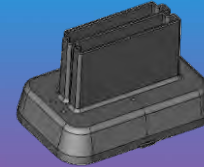PVC CASE

STYLUS

TYPE C USB CHARGER

REPLACEABLE BATTERY

MULTI-CHARGER BASE

DESKTOP DUAL CHARGER

TWIN CHARGER

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No matter how you work, Spectralink has a solution to help you work smarter!

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