

snom



Higher Margins | Longer Warranty | North American-Based Support

CONFERENCE



MOBILITY



DESK PHONES

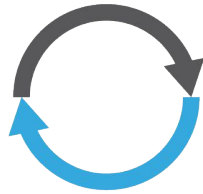


The Easy Decision

The VTech & Snom Advantage



\$2.1 billion global company with more than 25 years in telecommunications, VTech acquired Snom in 2016



End-to-End Snom SIP-based solutions designed & manufactured in-house



Innovative, diverse & scalable SIP based portfolio

- Business Desk Phones
- DECT Mobility Solutions
- Key Line, Single Cell & Multi-Cell
- Conference Phones Wired/Wireless
- Broadcast

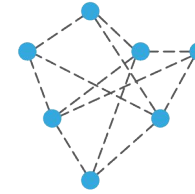


3 year warranty on Desk Phones, DECT Mobility & Conference Phones



North American based teams

- Engineering
- R&D
- Product
- Sales
- Marketing
- Technical Support



Extensive authorized network of distributors in North America



State-of-the-art North American distribution centers

The Snom D7xx Series



The Snom D7xx Series

3
YEAR
WARRANTY



| Model | D120 | D717 | D735 | D785 | D7 | D7C |
|----------------------|-------------------|----------------------------|----------------------------|----------------------------|--------------------|-------------------|
| Display | 132 x 64 Mono LCD | 2.8" (320 x 240) Color LCD | 2.8" (320 x 240) Color LCD | 4.3" (480 x 272) Color LCD | 382 x 160 Mono LCD | 6.8" Color LCD |
| SIP Lines/Accounts | 2 | 6 | 12 | 12 | n/a | n/a |
| Ethernet Switch | 10/100 | GigE | GigE | GigE | n/a | n/a |
| USB | | ✓ | ✓ | ✓ | ✓ | ✓ |
| F-Keys | 2 | 3, Multi-Color | 8x4, Multi-Color | 6x4, Multi-Color | 18, Multi-Color | 16x4, Multi-Color |
| Self-Labeling F-keys | 2 | 3 | 8 (32) | 6 (24) | 18 | 16 (64) |
| Proximity Sensor | | | ✓ | | | |
| Bluetooth | | | | ✓ | | |

Unique Features – 100% Compatible by Snom



Conferencing Solutions



C520



- Support for up to 3 SIP Lines
- 2 DECT Wireless Speakers/Microphones
- Bluetooth for Headset & Mobile Pairing
- Support for up to 3 C52 DECT Speakers/Microphones
- Up to 12 Hours of Talk Time per Microphone

C52: SIP DECT Expansion Phone



- Accessory speaker phone
 - Requires C520 or A230 dongle to operate
- Pair up to 3 with C520, up to 2 with C620 & up to 1 with A230
- Up to 12 hours of wireless talk time

Enterprise Workplace Mobility Solutions Single-Cell / Multi-Cell / Health Care

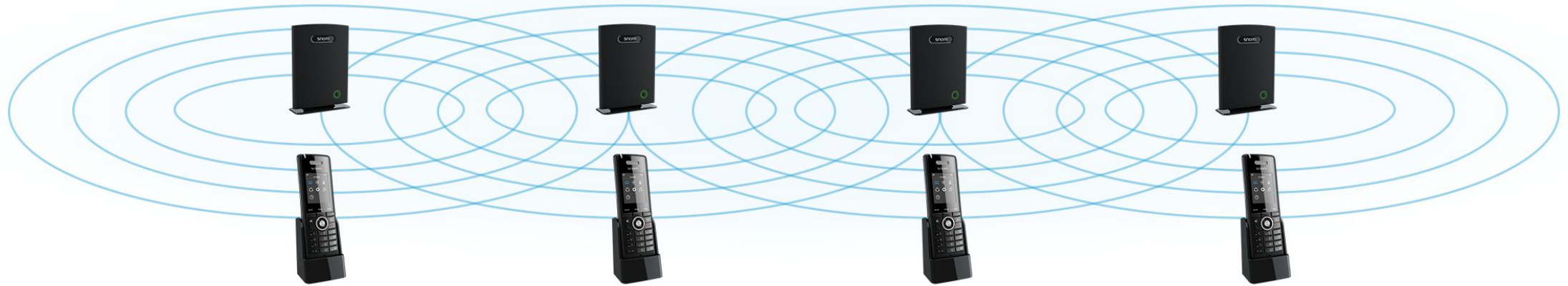


Single Cell & Multi-Cell DECT Station Solutions



| Model | M900 (Multi-Cell) | M700 (Multi-Cell) | M325 (Single-Cell) | M5 |
|-------------------------|--|---|--------------------|---------------------------|
| Display | - | - | - | DECT Repeater |
| Max. # of Base Stations | 4,000 | 253 | 1 | 3 per base station |
| Max. # of Handsets | 16,000 | 1,000 | 20 | |
| Concurrent Calls | 10 for NB | 8 for NB | 5 | Up to 5 calls |
| Standby/Talk Time (H) | - | - | 75/7h | |
| Extras | Wireless Network Base up to 4,000 Seamless Roaming Location via BT beacon | Wireless Network Base up to 253 Seamless Roaming | - | Daisy Chain up to 3 M5's. |

Understanding Multi-Cell

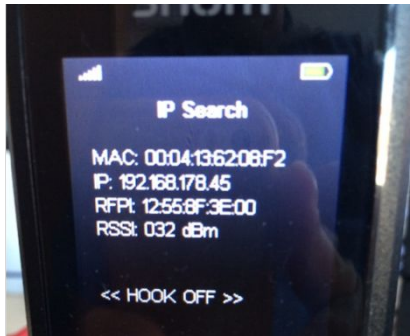


Multiple DECT base sync over the air with seamless call handover between bases

Increased concurrent call counts over traditional DECT repeaters

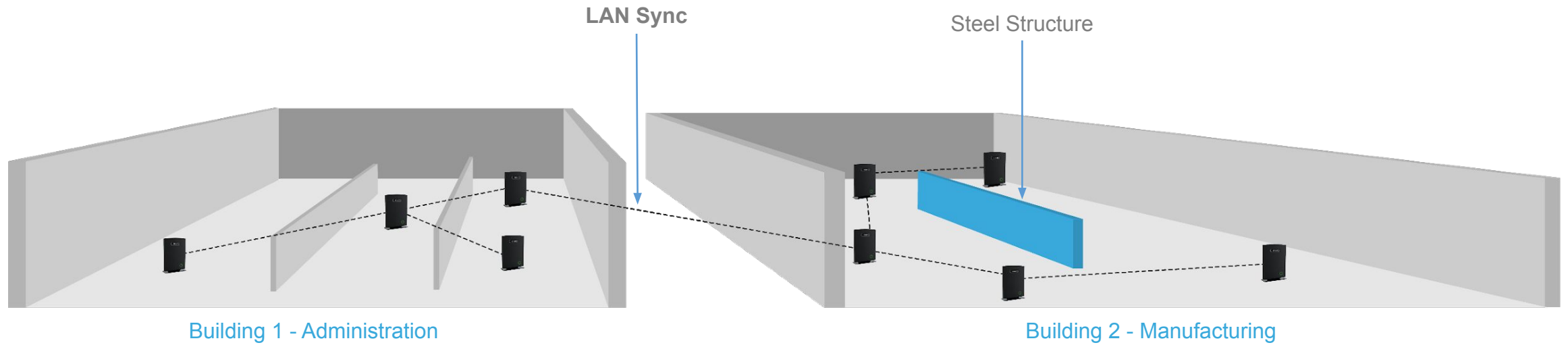
Greater handset capacity in a smaller space or increase physical range on a larger campus style installation

On-Site Survey of DECT Coverage



- Base with Local Power
- Handset in Assesment Mode
- ID DECT Range in Advance for 100% Coverage

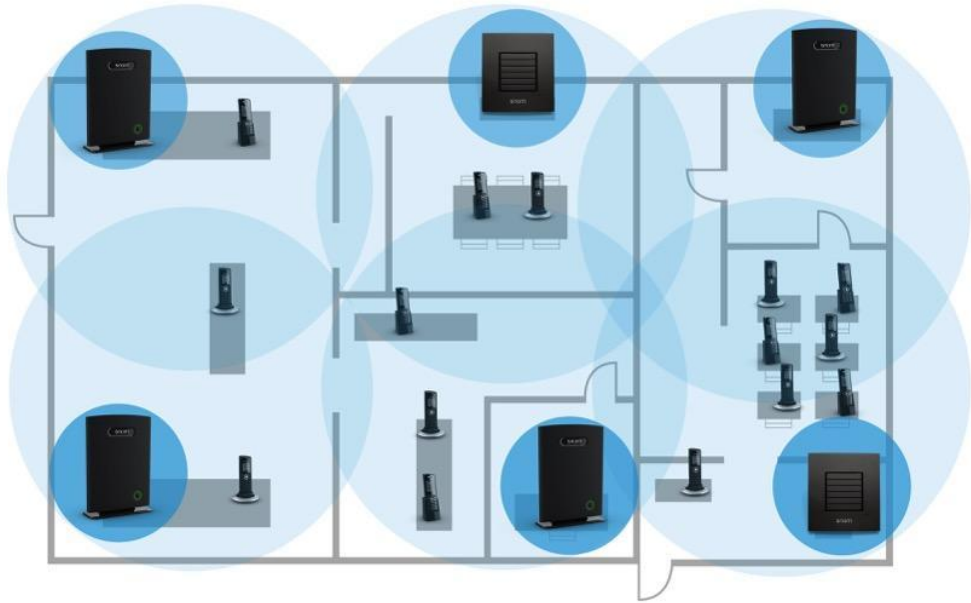
Understanding Multi-Cell



Support for LAN Sync to create “multi-primary” if you have a physical gap with no air sync, while retaining handset use in any building

Overcome environmental dead spots that DECT repeater can't address

Multi-Cell Campus Solutions



- M700 Base Station
- M25 Office Handset
- M65 Professional Handset
- M85 Industrial Handset
- M5 DECT Repeater

Hospital



- 230 DECT Bases
- 600 Phones

Single Cell & Multi-Cell DECT Handsets

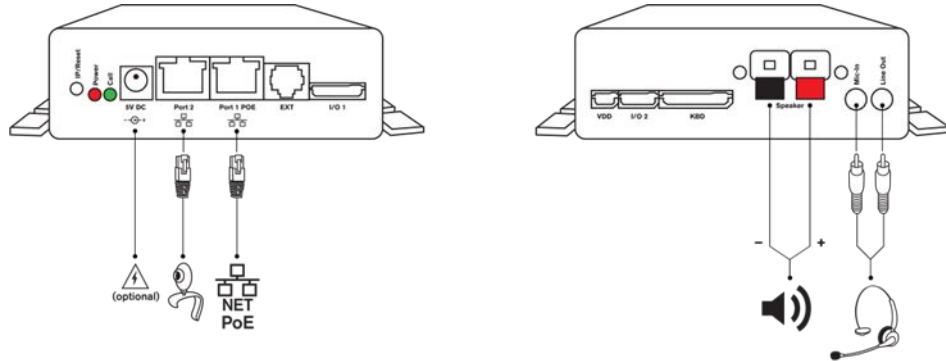
3
YEAR
WARRANTY



| Model | M25 | M65 | M70 | M80 | M85 | M90 |
|-------------------|----------------------|--|--|--|--|--|
| Display | 1.4" (128x128) Color | 2" (176x220) Color | 2" (240x320) Color | 2" (240x320) Color | 2" (240x320) Color | 2" (240x320) Color |
| Softkeys | 2 | 3 | 3 | 3 | 3 | 3 |
| Standby/Talk time | 75h/7h | 250h/18h | 200h/17h | 200h/17h | 200h/17h | 200h/17h |
| Bluetooth | - | - | Yes | Yes | Yes | Yes |
| Ruggedized/IP65 | - | - | Ruggedized (2m Fall) | IP65 | IP65 | IP65 (w/Antibacterial) |
| Extras | - | Vibration alert, belt clip, illuminated keypad | Vibration alert, belt clip, illuminated keypad, Alarm button, Man-down, BT position locate | Vibration alert, belt clip, illuminated keypad, Alarm button, Man-down, BT position locate | Vibration alert, belt clip, illuminated keypad, Alarm button, Man-down, BT position locate | Vibration alert, belt clip, illuminated keypad, Alarm button, Man-down, BT position locate |

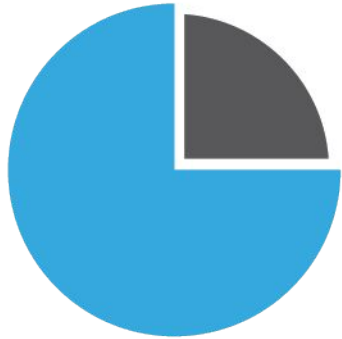
| Current Model | New Model | New Model Notes |
|---------------|-----------|--|
| M25 | | |
| M65 | M70 | <ul style="list-style-type: none">Higher Resolution ScreenAdds BT For Headset + PositionAdds Ruggedized (2m Fall) NO IP65 CertifiedAdds Alarm Function same as M85 |
| | M80 | <ul style="list-style-type: none">2" (240x320) Screen (same as All New HS)BT for Headset + PositionActual IP65 Certified |
| M85 | M90 | <ul style="list-style-type: none">2" (240x320) Screen (same as All New HS)BT for Headset + PositionAdds Antibacterial in Addition to IP65 Certified |
| M700 | M900 | <ul style="list-style-type: none">From 253 Bases in MC to 4,000From 1,000 Total HS to 16,000From 8 Concurrent Calls to 10 (SC and NB)Adds Opus Codec (via Optional Module)Adds Bluetooth Beacon Support for Positioning |

Snom PA1 Public Address System

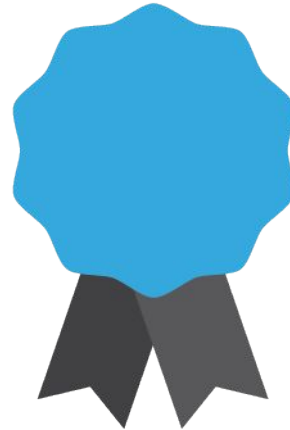


- Create Large or Small PA System (External Amp or Internal 4W Amp)
- External Phone Ringer with Visual Indication
- Multi-Cast Relay up to 4 SIP Identities
- Listener: Listen and Broadcast to Speakers and Amplifiers on a SIP Call
- Server: Multi-Cast Relay to Listening PA1s & Snom Phones

Authorized Partner Program Benefits / Support



Minimum Advertised Price (MAP) Enforcement
Margin Protection



**Achieve Mutual Business Objectives &
Enhance Value of Brands**



Not For Resale (NFR) Samples
Obtain Evaluation Units at 35% - 40% Discount

Partner Application, MAP Agreement, NFR Request Form

<https://www.snomamericas.com/partners/partner-portal/>

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Thank You

