

INTRODUCING  
**VERSITY**

THE SAVVIEST PURPOSE-BUILT  
ENTERPRISE SMARTPHONE

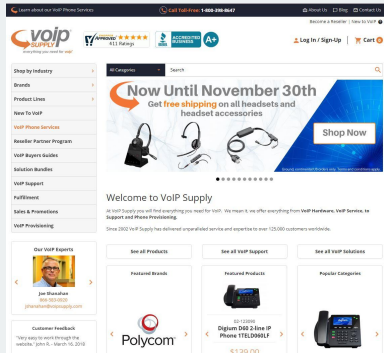


# We are More than just a Website!



## Who is VoIP Supply

Since 2002 VoIP Supply has delivered unparalleled service and expertise to over 125,000 customers worldwide. The team behind VoIP Fulfillment by VoIP Supply has been providing provisioning and fulfillment to VoIP Service Providers since the industry's beginning.



### Product Catalog

Over 5,000 products from over 60 of the industry's leading manufacturers



### VoIP Experts

Our experts have over **FIFTEEN** years of experience



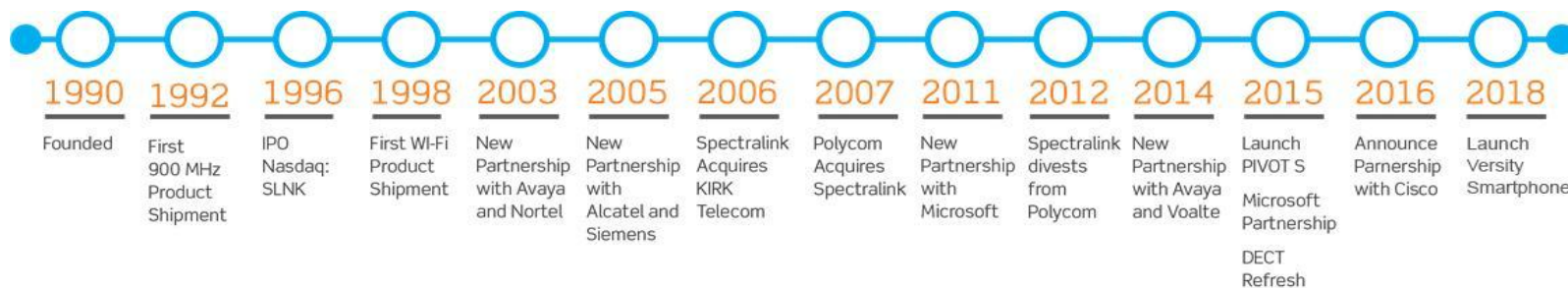
### Reclaim by VoIP Supply

VoIP Supply has been buying, reconditioning and selling equipment since 2002. When you work with VoIP Supply, you work with the best.



# History with Wireless Mobile Communications

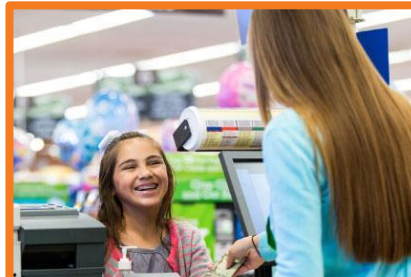
- Founded 1990
- 180 employees
- Offices in USA, UK and Denmark
- More than 3 Million mobile devices shipped
- 100+ channel partners globally



# Key Markets for Enterprise Mobile Solutions



HEALTHCARE



RETAIL



MANUFACTURING

TRANSPORTATION

LOGISTICS

FIELD SERVICES



HOSPITALITY



ENTERPRISE/SMB

# The challenge



CUSTOMERS REQUIRE A SOLUTION THAT EMPOWERS WORKERS IN NEW WAYS



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



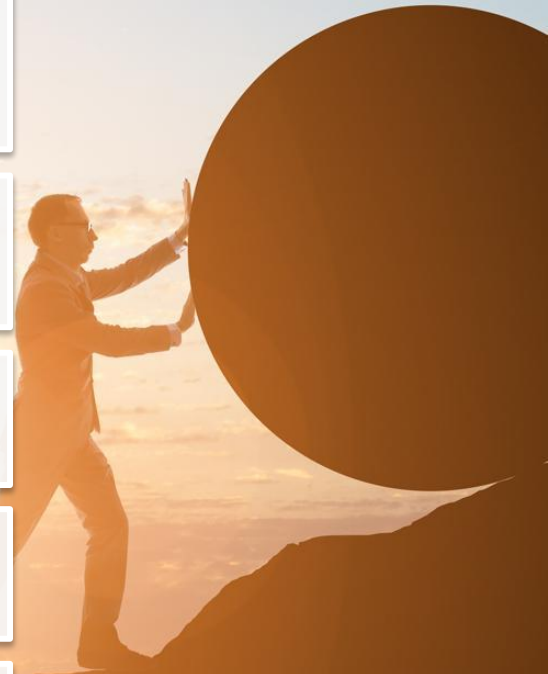
HOWEVER, MOBILITY CHALLENGES STILL EXIST WITH WI-FI COVERAGE OR MOBILITY VOICE




WORKERS WANT WHAT THEY USE PERSONALLY



TODAY'S CONSUMER DEVICES FALL SHORT





## Where do today's consumer smartphones fall short?

TCO – Hard and soft costs

Swappable batteries

Customizable buttons

Enterprise-grade security and management

Wi-Fi voice challenges

Ruggedness

Purpose-built features i.e. scanner

Enterprise-level maintenance

# The Savviest Purpose-Built Enterprise Smartphone

SLEEK, SLIM & LIGHT

INDUSTRY SAVVY

PURPOSE-BUILT

ENTERPRISE CAPABLE &  
FORTIFIED

HIGHEST QUALITY VOICE

LATEST TECHNOLOGIES

TCO

Versity

12:06





## Sleekest, slimmest and lightest

**Sleeker, more consumer-like  
smartphone form factor**

- **Width:** 153x76x12 mm
- **Weight:** 204 g, 214 g (scanner)



## Maximum display size to fit in one hand

Bright 5.2 inch display

High-resolution 1080x1920 display

Like a consumer smartphone

# Rugged to withstand tough environments

**IP68 rating** – to protect against dust and water ingress

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

**Frame reinforced** for extra protection

**Survives 1.6 meter drops** onto steel plate, multiple iterations mil spec 810





ALWAYS ON COMMUNICATIONS

In-building Wi-Fi Communications

Off premise communications with LTE

# 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


# The **ONLY** Grid Camera

Measure  
wound care  
images  
over time

13 MP back camera with flash

8 MP front camera

Grid camera

A man in a dark suit, light blue shirt, and patterned tie is talking on a black mobile phone. He is standing in front of a modern building with a glass facade and white structural elements. The background is slightly blurred, emphasizing the man and his phone.

# 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

# Industrial strength barcode scanner

1D and 2D barcodes

Fast and accurate

Exceptional range

Works in low-light conditions

**Eliminate  
additional  
scanner  
hardware**

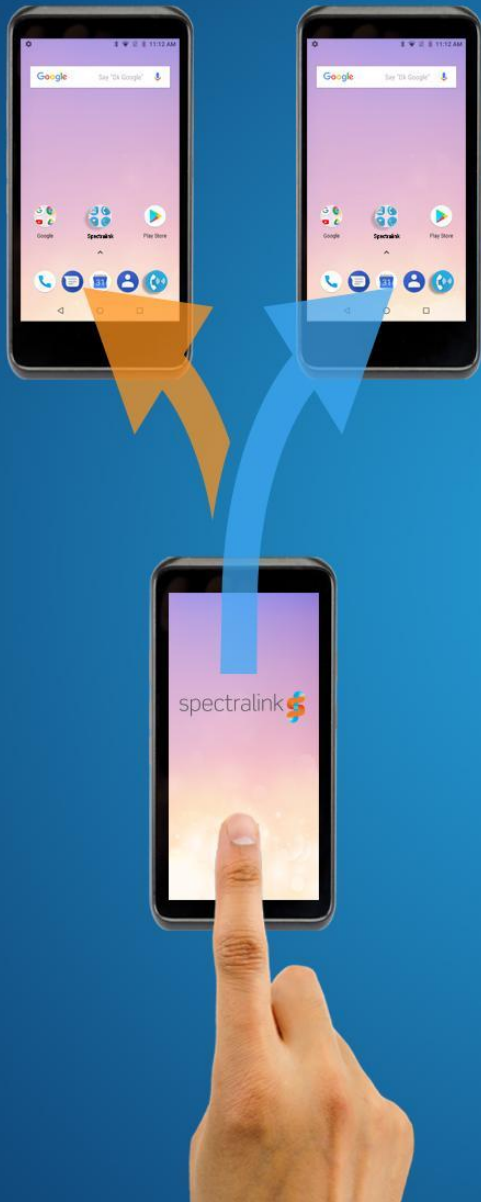


# Customizable Buttons

Buttons are programmable

Supports left-handed or right-handed scanning

CUSTOMIZE  
MEET  
YOUR  
WORKERS  
NEEDS



## Easy to deploy across the Enterprise

One touch provisioning with NFC

Provision 1 to 1000's

Works with EMM applications

# ONE PLATFORM TO BRING IT ALL TOGETHER

## PROCESSOR

1.8/2.1 Ghz  
Octa Core

COMMUNICATE. COLLABORATE. RUN APPLICATIONS.

## PERFORMANCE

CPU Memory 4 GB  
64G Storage

## OS

Android OS 8.1 (Oreo)

CAPACITY TO MEET YOUR ENTERPRISE NEEDS

# GROUP BROADCASTING WITH PUSH-TO-TALK



Instant connectivity with a  
press of a button



More security, more clarity  
than cellular phones

**ELIMINATE LOUDSPEAKER NOISE**

# And more...



Fingerprint reader

RTLS Location

USB type C

Single sign-on capable

LTE

# There Are 4 Versity Smartphone Models

## 95-SERIES

### 9540

WiFi smartphone

### 9553

WiFi smartphone with dedicated, built-in barcode scanner

## 96-SERIES (LTE)

### 9640

WiFi smartphone with LTE

### 9653

WiFi smartphone with dedicated, built-in barcode scanner and LTE



# Accessories



BELT CLIP



LEATHER CASE



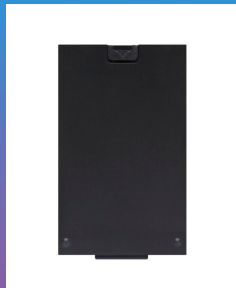
PVC CASE



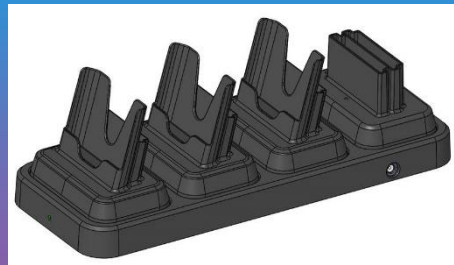
STYLUS



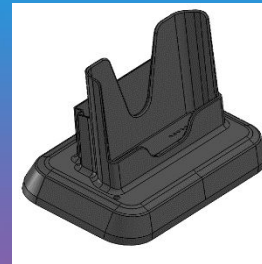
TYPE C USB  
CHARGER



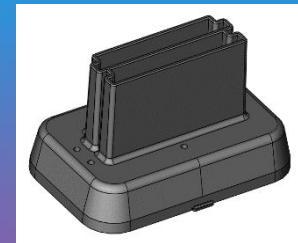
REPLACEABLE  
BATTERY



MULTI-CHARGER BASE



DESKTOP DUAL  
CHARGER



TWIN CHARGER

# Q&A



# VERSITY

vs.

## Consumer Grade TCO





# Calculating Total TCO for Mobility

- Purchase price
  - Software
  - Accessories
  - +** Maintenance contract
- 
- HARD Costs**

- Productivity loss
  - +** IT support overhead
- 
- SOFT Costs**

Let's take a look at the  
HARD costs

# Example: No Scanner

## Three Year Hard Costs - Replace after Year 2

HARD COSTS	VERSITY				IPHONE 8			TOTAL
	YEAR 1	YEAR 2	YEAR 3	TOTAL	YEAR 1	YEAR 2	YEAR 3	
Smartphone + battery, charger	1,200 <sup>(1)</sup>	0	0	1,200	810	0	810	1,620.00
Additional battery	89	0	89	178.00	140	140	140	420.00
2 <sup>nd</sup> Shift smartphone	0	0	0	0	0	0	0	0
Provisioning tool	3.50	3.50	3.50	10.50	na	na	na	0
EMM \$4/device per month	48	48	48	144	48	48	48	144.00
Support	310 <sup>(2)</sup>	0	0	310	150 <sup>(3)</sup>	150	150	450
HW failure resulting in replacement	Included	Included	Included	Included	14.84 <sup>(4)</sup>	15.09	14.84	45.62
<b>TOTAL \$</b>	1,650.50	51.50	140.50	1,842.50	1,162.84	353.09	1,163.69	2,679.62

- (1) Versity 9540 – Wi-Fi only
- (2) 3-year SpectraCare Maintenance
- (3) Support \$150/year per iphone
- (4) HW failure resulting in replacement-Warranty not covered – Source VDC TCO Models 2013
- (5) Mophie Juice pack @ 69/per. Need 2x and replace yearly

**\$837 LOWER**

Let's take a look at the SOFT costs

# Based on Industry Averages for Productivity Loss per Failure

**88 mins**

Average productivity loss per failure

**\$44.50 / hr**

Hourly Mobile Employee FTE

**40 mins**

Average IT support required per downtime

**\$45.60 / hr**

Average IT support required per downtime

# Using Industry Averages for Failure Rates

Average Annual Failure Rate (HW)

	YEAR 1	YEAR 2	YEAR 3
Average Non-Rugged Smartphone	17.3%	17.6%	18.3%
Average Rugged Enterprise Smartphone	7.9%	9.2%	10.1%

Source: VDC TCO Soft Cost Model, 2013



**DEVICE FAILURE** is the leading cause of downtime

# Soft Costs TCO Calculator

Enter devices deployed or plan to

Orange values in boxes may be modified

Enter value	Industry Avgs	Minutes	Hourly	Per Week	Per Month	Per Year
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## Support Cost for HW failure

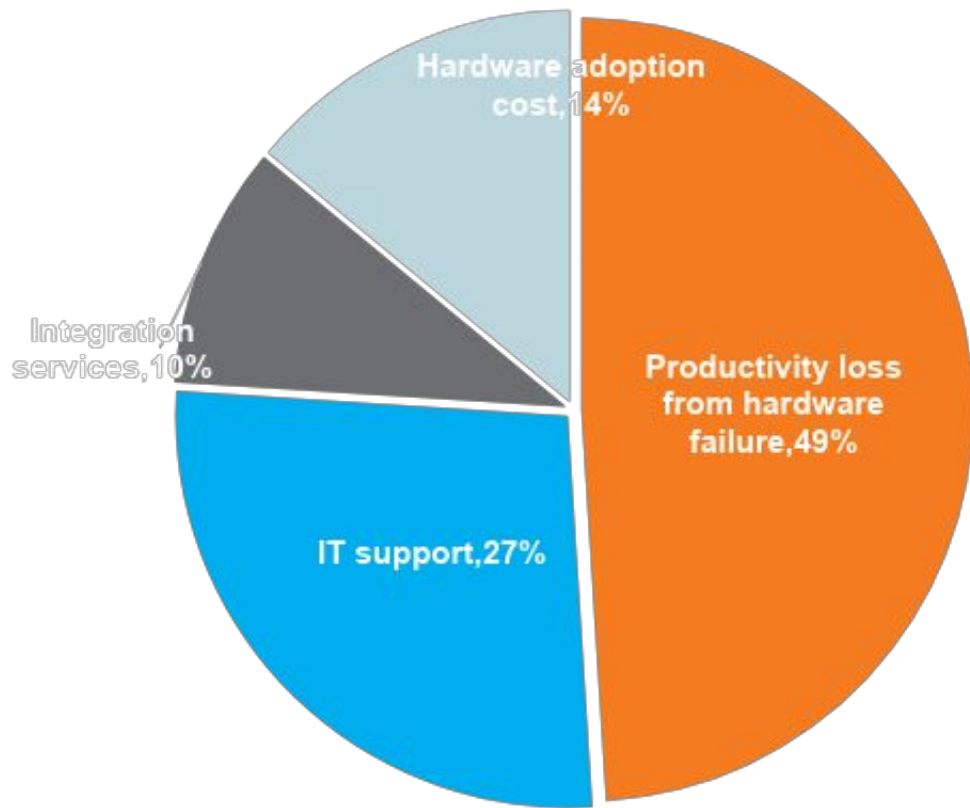
Number of failures tracked per week (8-18%)	<input type="text" value="10"/>	88 min @ \$45.60/hr	<input type="text" value="150"/>	<input type="text" value="\$45.60"/>	\$1,140.00	\$4,560.00	\$54,720.00
Number of RMA devices per week	<input type="text" value="3"/>	40 min @ \$45.60/hr	<input type="text" value="60"/>	<input type="text" value="\$45.60"/>	\$136.80	\$547.20	\$6,566.40
Number Help Desk Calls per week	<input type="text" value="10"/>	30 min @ \$33/hr	<input type="text" value="30"/>	<input type="text" value="\$33.00"/>	\$165.00	\$660.00	\$7,920.00
Number of spares (Support cost for spares)	<input type="text" value="30"/>	10 min @ \$33/hr	<input type="text" value="10"/>	<input type="text" value="\$33.00"/>	\$165.00	\$660.00	\$7,920.00
Subtotal Support Costs					\$1,606.80	\$6,427.20	\$77,126.40

## Productivity Loss from HW failure

Number of mobile workers	<input type="text" value="10"/>	68 min @ \$45.60 per	<input type="text" value="68"/>	<input type="text" value="\$45.60"/>	\$516.80	\$2,067.20	\$24,806.40
Subtotal Productivity Loss Costs					\$2,288.60	\$9,154.40	\$109,852.80



# Industry Averages Site Productivity Loss is 49% of Total TCO



**Downtime**  
remains a critical issue

Mobile devices supporting more mission-critical applications

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Impact to customer service, internal productivity, employee morale

Source: VDC TCO Soft Cost Model, 2008

# Considerations Beyond TCO

## USER PRODUCTIVITY

- Audio acoustics – sound pressure levels
- Screen size and resolution levels – impact on productivity and battery efficiency
- Screen resilience to environmental elements – moisture, dust
- Battery and power management options

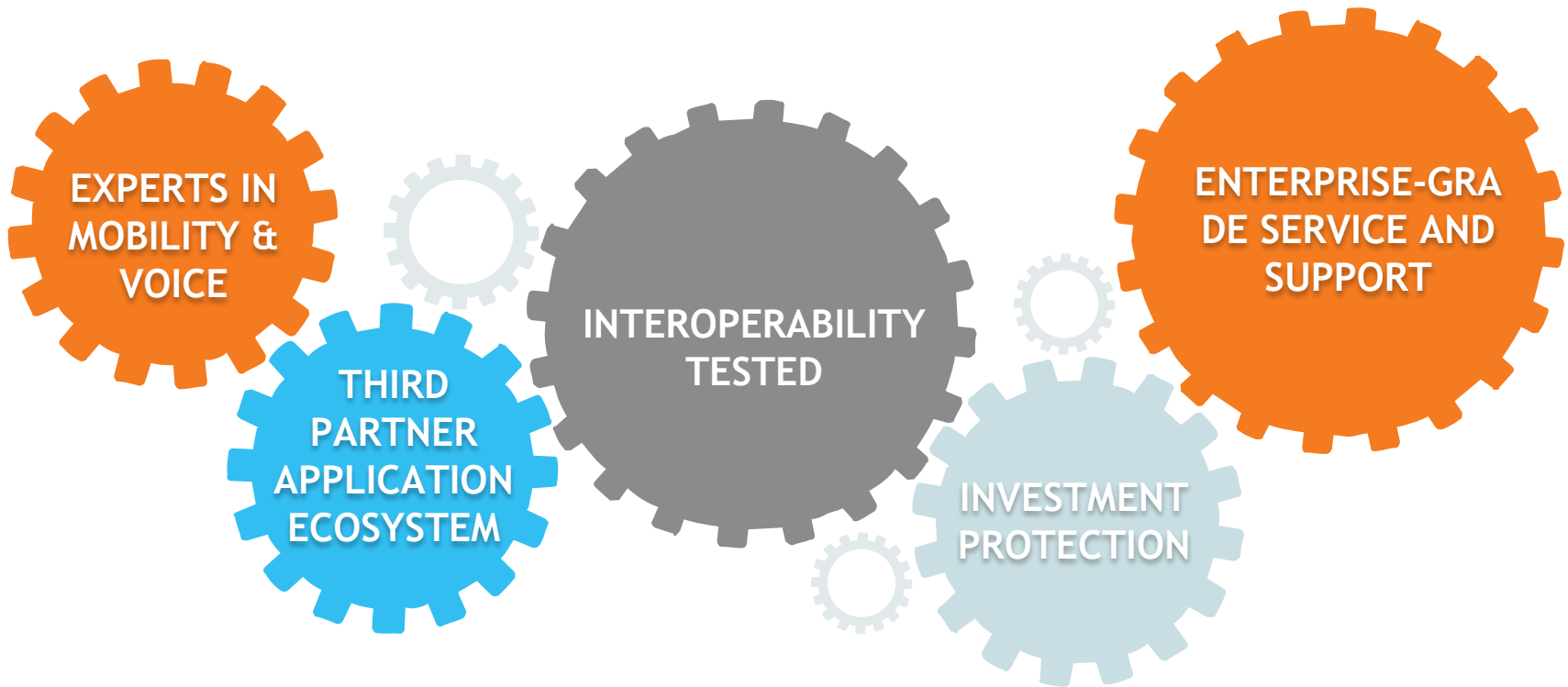
## DEVICE RELIABILITY

- Wi-Fi performance
- Sled solutions – switch and contact ratings, battery architecture
- Temperature for operating and storage
- Chemical resistance

## IT CONTROL

- Users vs IT controlled OS updates
- Device launcher flexibility
- Device remote control
- File management
- Device roadmap visibility
- Logistics overhead – distribution certificate updates
- Maintaining enterprise security and privacy
- EMM integration
- Removal of unwanted services
- Remote reboot
- Enabling enterprise API access
- EMM ability to lock configuration profiles

# Why Spectralink?



Spectralink offers the best enterprise mobile solution for customers

Any Questions?  
Thank you.

*Darren Hartman*  
*Account Manager*  
*(716) 531-4318*  
*Dhartman@VoIPSupply.com*

