

The Link Wireless Telephone System versus Ascom's Freeset DCT1900

	Link WTS	Freeset DCT1900
System Overview	The Link WTS system is an adjunct wireless telephone system operating in the 902-928 MHz unlicensed band. It is the fourth generation of SpectraLink's flagship product introduced in 1992.	The Freeset DCT1900 is an adjunct wireless system operating in the 1920-1930 MHz unlicensed PCS (U-PCS) band. It was originally developed and marketed by Ericsson, but was sold to Switzerland-based Ascom in early 2000.
PBX Integration	The Link WTS connects to most popular PBX and key systems using standard digital station ports. SpectraLink offers digital interfaces to Avaya, Comdial, Fujitsu, Inter-Tel, Mitel, NEC, Nortel, Panasonic, Siemens, and Toshiba telephone systems.	The Freeset DCT1900 system digitally interfaces only to the Nortel Meridian 1, Nortel Norstar, and Avaya 2-wire Definity G3 PBXs.
Handset Design	The Link Wireless Telephone is designed specifically for workplace use. It has no vulnerable areas such as an external antenna or moving parts. The Wireless Telephone has a large earpiece, which provides comfort and seals out background noise.	The Ascom DT620 handset uses a consumer cellular phone design with a screw-on external antenna that is vulnerable to breakage. The 9p23 Medic and Messenger handsets are based on Ascom's European DECT phones and are due to be released in early 2002.
System Capacity	The Link WTS supports 3,200 Wireless Telephones, 1,000 Base Stations, and up to 1,600 simultaneous calls within an easily expanded single system.	The Freeset DCT1900 system can support up to 600 users with an Ericsson PBX, or 480 users with other PBXs. It supports up to 120 base stations, but only 60 simultaneous calls in a system. Additional capacity requires the use of an adjunct Mobility Server switch. The Mobility Server does not share any components or administration access with the Freeset DCT1900 system. Certain Mobility Server features will only operate with an Ericsson PBX.
Remote Networking	SpectraLink provides networking between Link WTS systems using industry-standard T1 interfaces. All digital switch interface features are available to users transparently in the local and remote locations.	Ascom can provide remote networking only with the addition of an adjunct Mobility Server switch.

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System Engineering	SpectraLink uses floorplan analysis to determine the number and location of Base Stations. This approach insures comprehensive, overlapping coverage with no dead spots and allows for facility reconfiguration and remodeling. SpectraLink <i>guarantees</i> coverage based on floorplan analysis.	Ascom requires a site survey to determine base station locations. Site surveys often do not allow verification of coverage in areas such as lavatories, secure areas, and occupied offices, or conference rooms. Furthermore, reconfiguration or remodeling of the facility may require a new survey.
Base Stations	Each Base Station supports four simultaneous calls. Overlapping coverage is used to support areas with high traffic requirements.	The Freeset DCT1900 base stations support eight simultaneous calls. However, the system is limited in call channels and cannot support high traffic density applications.
Application Interface	SpectraLink’s Open Application Interface (OAI) enables information systems such as alarm and control, nurse call, paging, databases, and scheduling to integrate with the wireless system. Access to PC-based software applications is provided directly through an RS-232 interface and allows for two-way messaging functionality.	Ascom’s system utilizes a standard TAP messaging interface, which does not allow for two-way messaging communication. This implementation leaves gaps in the functionality of critical applications such as nurse call systems.
Installed Base (through 3Q01)	SpectraLink has nearly 11,000 systems installed and nearly 200,000 Wireless Telephones in use throughout the US.	A total of 557 Freeset systems were installed in the US under Ericsson through 1Q00. Ascom installed less than 150 additional systems through 3Q01.
Product Commitment	SpectraLink is 100% dedicated to the workplace wireless telephone market. All of SpectraLink’s engineering, manufacturing, marketing, and sales resources are focused on this market.	Ascom will continue to service the current installed customer base in North America, but is refocusing on R&D for required improvements over the next few years.
Additional Product Information	www.spectralink.com	www.ascom-usa.com