

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 SpectraLink's flagship product and has been shipping since 1998.	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 off 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 for Comdial, Fujitsu, Inter-Tel, Lucent, Mitel, NEC, Nortel, Panasonic, Siemens Rolm, and Toshiba telephone systems.	The Freeset DCT1900 system supports standard analog interfaces and has plans for digital interfaces to Siemens Rolm, Nortel, and Lucent. For some PBXs, the system can be connected using station-side T1 ports, reducing wiring but offering no additional functionality.
PBX Feature Support	The Wireless Telephone emulates a multi-line digital telephone set. All display information provided by the host switch is shown on the Wireless Telephone, including calling party name, message waiting, line status, softkey menus, and administration features.	The Freeset DCT1900 handset is limited to single-line, analog telephone functionality. Some basic display features such as caller ID are available through the station-side T1 interface. Most common PBX features can be accessed through various key sequences.
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. It has a small, flat earpiece that is uncomfortable for even short calls.
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.

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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 will provide remote networking only with the addition of an adjunct Mobility Server switch.
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 offers Short Message Service (SMS), which provides the ability to send alphanumeric characters to the handset, but an application interface is not supported by the system.
Installed Base (through 3Q00)	SpectraLink has more than 7,500 systems installed and more than 150,000 Wireless Telephones in use throughout the US.	A total of 557 Freeset systems were installed in the US under Ericsson through 1Q00. Market share has dropped significantly since the divestiture to Ascom. Only 18 additional systems were installed by Ascom through 3Q00.
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 1-2 years.
Additional Product Information	www.spectralink.com	www.ascom-usa.com