



About EnGenius

Established in 1999, EnGenius Technologies, Inc. headquartered in Costa Mesa, California, is an industry expert in wireless communications and RF technology. The company delivers feature-rich, long-range, business-class wireless communications technology for voice and data. The versatility and performance of the company's solutions lower total cost of ownership, increase productivity and maximize return on investment.

Why EnGenius?

Over 20 Years of Serving North American with:

- > Wide Range of Industrial Cordless Voice Systems
- > Award-Winning Expertise in Long-Range RF (wireless) Technology
- > Proven Reliability and Durability

Product Line Overview

The DuraFon line includes leading long-range, industrial cordless voice systems with integrated phone and digital two-way radios. These phones are designed to provide voice communications for large demanding environments where people need free mobility and reliable communications.

DuraFon Value

Extremely Long Range

- 1,000,000 Sq. Ft. (Warehouse / Retail Store)
- 3,000 Acres (Farm/Ranch)
- 200,000 Sq. Ft. in a Multi-Story Building (Hotels/Office)

Flexible

- Push-to-Talk Broadcast
- Full-Duplex Intercom
- Long-Range Cordless Telephone
- 4 Concurrent Calls per Base Unit (32 Concurrent Calls Total)

Expandable

- 90 SIP accounts
- 90 Durable, Industrial Cordless Handsets
- 8 Long-Range Base Units

Lower CAPEX (Capital Expenditure)

- Long Range = Minimal Equipment Required
- Handsets Extend Beyond Reach of DECT & Wi-Fi Phones

Lower OPEX (Operational Expenditure)

- Less Downtime with Reliable & Durable Handsets

Target Customers

DuraFon is ideal as a durable, cordless phone endpoint for organizations that require reliable, long-range communications over large areas or in harsh environments. These include organizations with an on-premises or hosted SIP phone service.

Examples:

- > Assisted Living Facilities
- > Distribution Centers/Warehouses
- > Event Venues
- > Grocery Stores
- > Hotels and Motels
- > Libraries
- > Offices
- > Religious Facilities
- > Retail Stores
- > Schools & Universities
- > Theaters

Offering

DuraFon Roam-BSC:

- This small, base station controller (BSC), allows for the coordination of voice traffic of up to 90 handsets through up to eight (8) long-range base units.

DuraFon Roam-BU

- Designed for ceiling or wall mounting, these DuraFon Roam base units (BUs) provide long-range coverage for up to ninety (90) DuraFon Roam handsets throughout a very large facility. Expandable to up to eight (8) base units, the system can cover even a 1,000,000 sq. ft. building.

DuraFon Roam-HC

- The DuraFon Roam handsets (HC) have the same form factor as the legacy DuraFon PRO. The Roam is designed to be reliable and durable in demanding environments and to withstand the drops and bumps that occur. These DuraFon Roam handsets utilize today's standard SIP protocol but operate on 900 MHz to avoid interference or use of valuable Wi-Fi bandwidth. Up to ninety (90) DuraFon Roam handsets can be used for phone and digital two-way radio as part of the full system.



Alternative Choices

Cordless Phones

- Limited Range & Mobility
- No Built-in Two-way Radio Function Broadcast & Intercom
- Standard not Durable

Two-Way Radios

- Users Experience Group Chatter
- Radios Require FCC Licensing Fees
- No Telephone Functionality
- Creates a Disruptive Environment

DECT & Wi-Fi Wireless Phones

- Wireless Infrastructure is Required
- Range Limited
- Potential Interference with Wireless Wi-Fi Network

Cellular Phones

- Monthly Costs
- Often Fragile/Easily Damaged
- Often Tied to a Specific Carrier
- Loss of Call Control

Customer Challenges	EnGenius Answers
Coverage	<ul style="list-style-type: none"> • 1,000,000 Sq. Ft. (Warehouse / Retail Store) • 3,000 Acres (Farm/Ranch) • 200,000 Sq. Ft. in a Multi-Story Building (Hotels/Office)
Productivity	<ul style="list-style-type: none"> • Assist customers or staff by phone or two-way radio communications; get answers quickly and effectively. • Direct staff to immediate needs for customer service, maintenance or security. • Maintain voice communication throughout the property or even when away from the area or if power is down with digital two-way radio functions
Functionality	<ul style="list-style-type: none"> • Phone Connection • 2-Way Radio Private Intercom • Broadcast to All Handsets or just Some
Integration	<ul style="list-style-type: none"> • Use with an IP-PBX or with a Hosted SIP Provider's Service
Installation	<ul style="list-style-type: none"> • Long-Range Coverage • Does Not Require Wi-Fi Network Bandwidth • Multiple Base Units with Call Hand-off

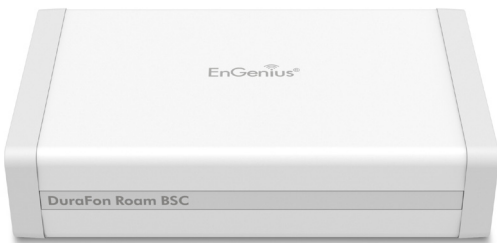
Customer Objections	EnGenius Answers
How is DuraFon Roam different from a standard cordless phone?	<ul style="list-style-type: none"> • For over 20 years, EnGenius' voice products claim-to-fame is long-range coverage. Designed for the business market, DuraFon Roam bring long-range phone and digital two-way radio voice coverage to large environments. In addition, the DuraFon line is designed to be reliable and durable to provide years of exceptional service..
How DuraFon Roam differ from other DuraFon models?	<ul style="list-style-type: none"> • The DuraFon Roam is the first DuraFon system that allows for handsets to be on a call while moving from one base unit to another seamlessly. This capability greatly expands the range of our system and improves the usefulness. The DuraFon Roam also allows users to take advantage of the SIP services and IP-PBX in their large environment, while not relying upon valuable Wi-Fi bandwidth.
How does the DuraFon Roam compare to other technologies?	<ul style="list-style-type: none"> • There are advantages and disadvantages to all technologies, but here are some common comparisons: Cell Phones- monthly bill, no call control; Two-way radios- not private, licensed required, no phone calls; Wi-Fi Phones- requires QoS management, uses valuable Wi-Fi bandwidth; DECT phones- close to Wi-Fi bandwidth which may cause interference, require significant infrastructure to achieve large coverage, short range.
Is the DuraFon Roam expandable?	<ul style="list-style-type: none"> • The DuraFon Roam can be expanded to support up to ninety (90) handsets and eight (8) long-range base units within on location.





DuraFon Models	Description
DuraFon Roam-BSC	DuraFon Roam Base Station Controller (BSC) manages voice call through up to eight (8) base units via up to ninety (90) handsets on SIP platform.
DuraFon Roam-BU	DuraFon Base Unit (BU) provides long-range voice coverage for up to 4 concurrent calls.
DuraFon Roam-HC	DuraFon Roam Handset & Charger Kit (HC) offer long-range voice phone and two-way radio functions.
DuraFon Roam-WALKIE	DuraFon Roam Walkie Handset & Charger Kit (WALKIE) offer long-range voice 2-way radio functions.

	SIP Account Capability	SIP Handsets Supported	Range up to In Open Area	Range up to in Warehouse / Retail store	Range up to in Hotel / Office Building
DuraFon Roam	90	90	3,000 acres	1,000,000 sq. ft.	200,00 sq. ft.



Controller



Base Station



Handset