

EnGenius EP8XX Series Long Range Wireless Voice Communication System Sales Guide

<http://www.engenius-europe.com>

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Product Introduction The different Series

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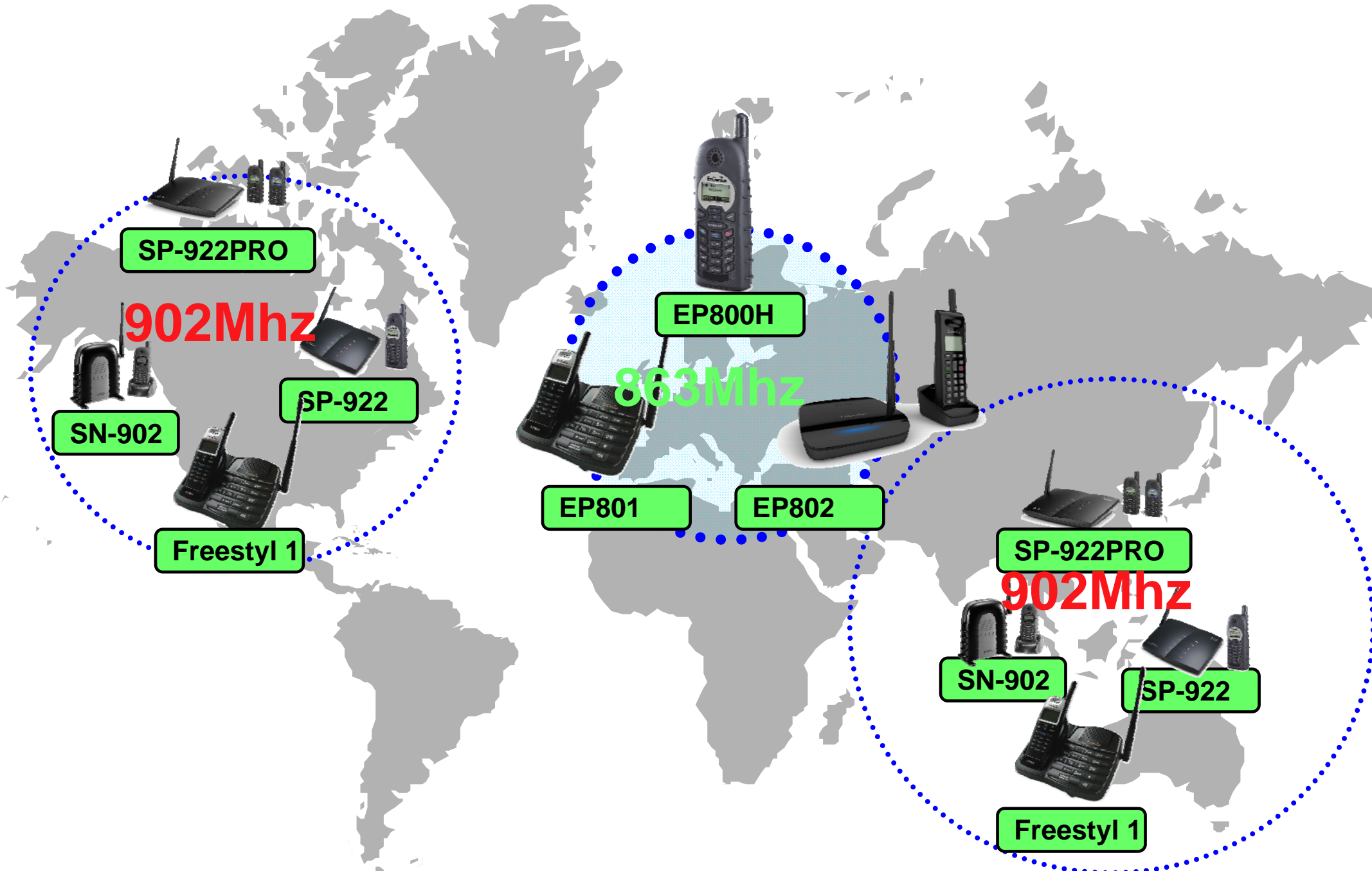
**EP800H –
In Stock**



**EP801 –
In EU Market since
April 2009**



**EP802 –
In Stock**





Model: EP801 (Complete Package)

- 1 x Base Station (with (dial pad & Speaker)
- 1 x Handset
- 1 x Short Antenna
- 1 x Long Antenna
- CD & Quick Installation Guide
- 1 x 12VDC Power Adapter
- 1 x RJ11 Line cord
- 1 x 1100mAh Li-Ion Battery



Model: EP801H (Complete Package)

- 1 x Handset
- 1 x Short Antenna
- 1 x Long Antenna
- Quick Installation Guide
- 1 x 5.5VDC Power Adapter
- 1 x 1100mAh Li-Ion Battery
- 1 x Desktop Charger
(1 slot for Handset & 1 slot for Battery)



EP802

EnGenius
Get Connected | Get EnGenius

- 2** KM Ultra Range up to 2000 Meters
- 9** Expandable up to 9 Handsets
- 4** Expandable up to 4 Bases
- Interference Free Technology
- 2-Way Radio

LONG RANGE SINGLE LINE CORDLESS PHONE



Model: EP802 (Complete Package)

- 1 x Base Station System
- 1 x Desktop Charger
(1 slot for Handset & 1 slot for Battery)
- 1 x Handset
- 1 x Short Antenna
- 1 x Long Antenna
- CD & Quick Installation Guide
- 2 x 5VDC Power Adapter
- 1 x RJ11 Line cord
- 1 x 1100mAh Li-Ion Battery



Model: EP802H (Complete Package)

- 1 x Handset
- 1 x Short Antenna
- 1 x Long Antenna
- CD & Quick Installation Guide
- 1 x 5.5VDC Power Adapter
- 1 x 1100mAh Li-Ion Battery
- 1 x Desktop Charger
(1 slot for Handset & 1 slot for Battery)

Model: EP800H (Complete Package)

- 1 x Handset
- 1 x Short Antenna
- 1 x Long Antenna
- Quick Installation Guide
- 1 x 5.5VDC Power Adapter
- 1 x 1100mAh Li-Ion Battery
- 1 x Desktop Charger
(1 slot for Handset & 1 slot for Battery)





EP801 Base Station

- Dialing Pad for
 - incoming & outgoing calls
 - transferring calls
- Loud Speaker

Excellent for occasional desktop use or by secretaries/attendant in small office & home office usage.



EP802 Base Station

- Light & Compact
- Wall Mount

Excellent for installation in cabinets, risers, hard to reach and small enclosures.



EP801H

- Classic Design
- Compact
- 5 EU Language
- 10 EU Language (*plus)

Excellent for professionals always on the move such as factory supervisors, site managers, greenhouse operators,



EP802H

- Elegant & Sleek
- Baby Monitor function
- 10 EU Languages
- Ergonomic Design
- Spaced out keypads
- Comfortable listening

Excellent for long conversations and extreme range baby monitors (between 2 EP802H)



EP800H

- Rugged-ised Design
- IPX2 (falling water)
- Drop proof (6 feet)
- 10 EU Languages

Excellent for outdoor and extreme environment usage.

Technical & Features Introduction

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- **Single Line (Multi-Base capability, up to 4 Lines)**
- **Frequency Band: 863~865MHz**
- **High Sensitivity Technology**
- **Secured GMSK Modulation**
(used in currently GSM technology)
- **CE Compliant Standards**
 - EN 301 357-2 (RF)**
 - EN 301 489 (EMC)**
 - EN 60950 (Safety)**
 - EN 50371 (RF safety – Portable Device)**
- **RoHS Compliant**



EP801



EP801H



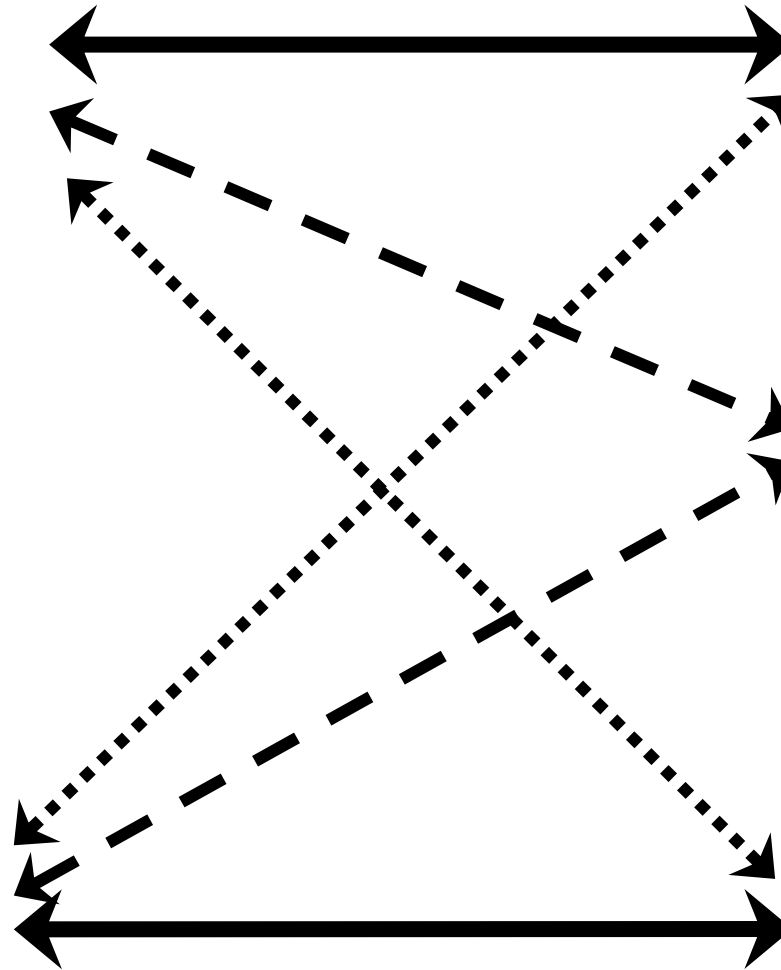
EP800H

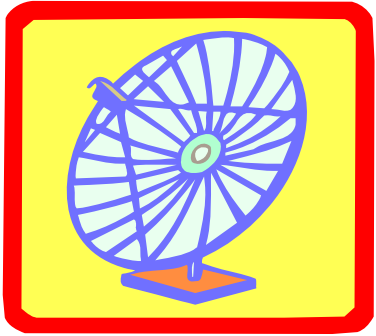


EP802

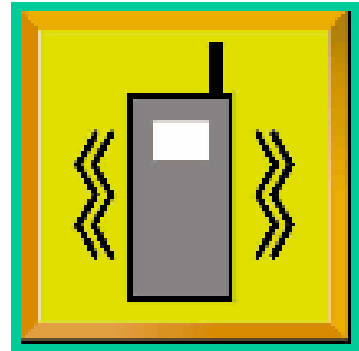


EP802H





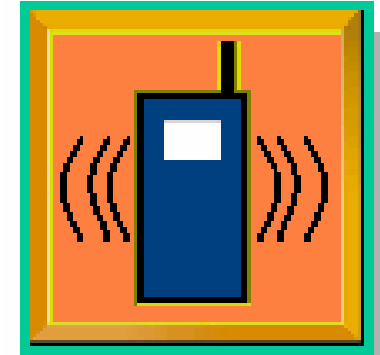
Long Range



Vibration



EU Multi-Language
5/10 in EP801 /EP801 Plus
10 in EP802/800H



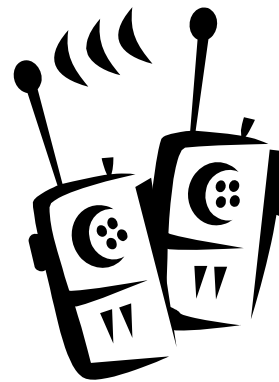
Speakerphone



Digitally Secured
GMSK modulation



Multi-Handset



Full Duplex
Walkie-Talkie
Independent of
Base Station



Non
Interference with
2.4/5.8Ghz or DECT

Full duplex 2-way radio independence of base unit ~ provide off-site communication

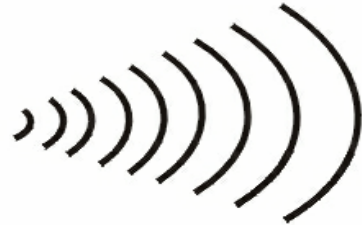


**Two-way Radio
Function Without
Base Unit**

Full duplex 2-way radio between handset & base (EP801 only)



Enable immediate announcement to enhance communications efficiency



1. One handset



2. All handsets or a group of handsets



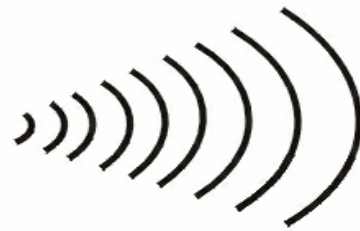
3. Base station (EP801 only)



Enable immediate announcement to enhance communications efficiency



(EP801 only)



All handsets

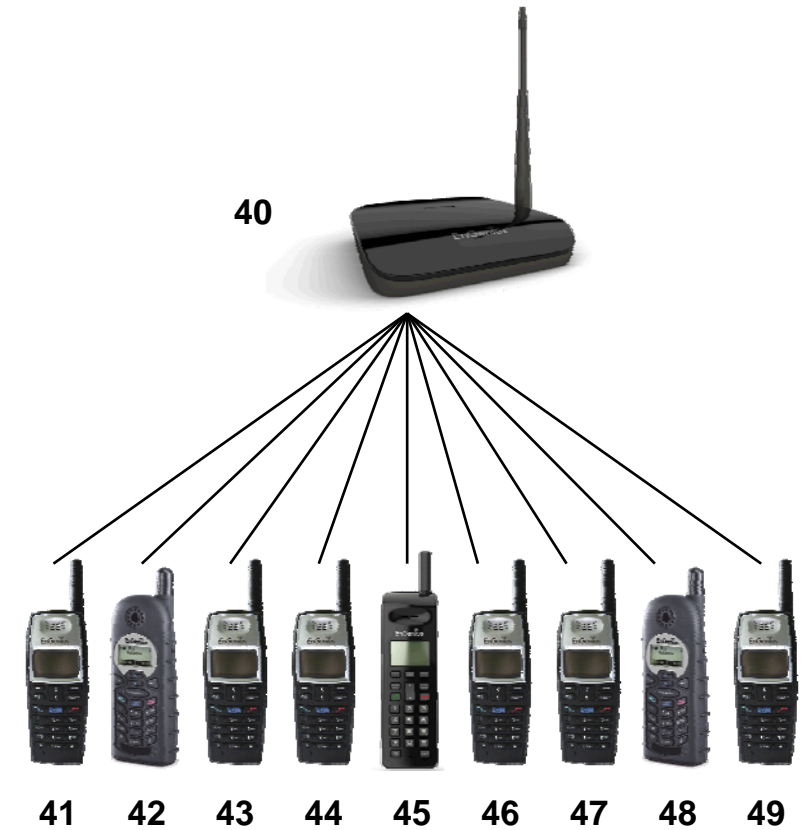
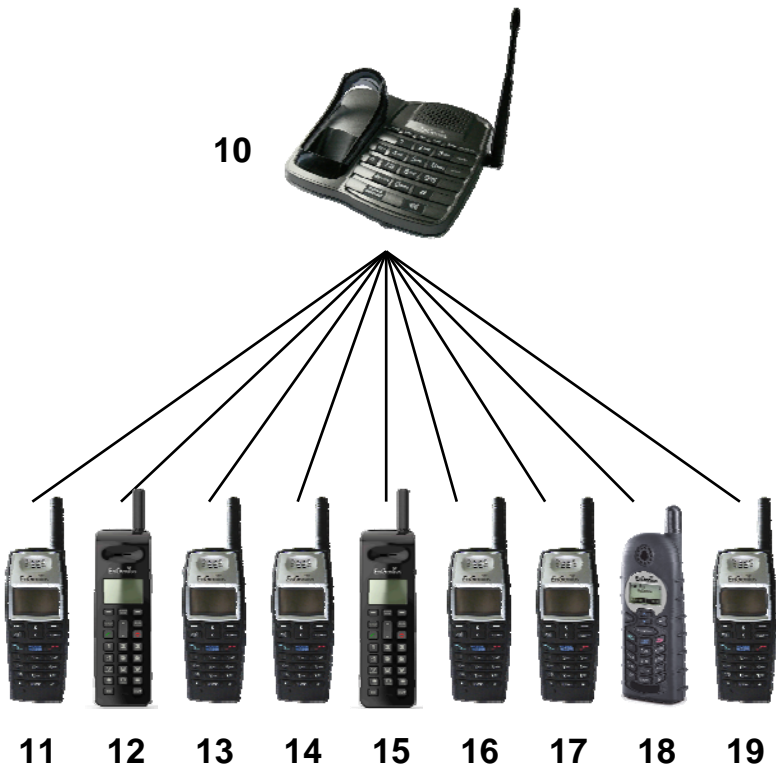
Making Calls or 2-Way Radio Without Hand-Held



Multiple Base Configuration

- Up to 9 handsets can be registered onto the single base station
- Each handset can cross register to 4 different base stations
- However no support of call roaming or Base Station handling over

Expandable to be 4 lines, 36 handsets system



- Phone book: 50 entries
- Speakerphone
- Intercom
- Key guard
- Call logs
- Call transfer
- Call on hold
- Mute
- Any key answer
- Adjustable flash time
- Expandable bases
- Ringer/ vibrator
- Soft menu key
- Broadcast
- User friendly MMI
- Smart Power Saving
- 4-line LCD display
- Rapid charging
- Dual mode caller ID
- 2.5mm headset jack
- Call manager
- Expandable handsets
- Baby Monitor Function
(between EP802 handsets)

Electrical Specifications	Base Station	Portable Handset
Frequency	863-865 MHz	863-865 MHz
RF Output Power	Peak: 8 dBm	Peak: 7 dBm
	Average: 5 dBm	Average: 5 dBm
Channel Spacing	50 kHz	50 kHz
Number of Channels	38	38
Modulation	GMSK	GMSK
TDD Frame Length	10 ms	10 ms
Number of Slots/Frame	2	2
Receiver Sensitivity	<-116dBm (@ BER 10-2)	<-116dBm (@ BER 10-2)
Antenna Gain	2 dBi	Long: 2.5 dBi Short: 1.5 dBi
Antenna Connector	TNC	Proprietary
Telephone Interface	RJ11 x 2	NA
Channel Coding	½ rateConvolutional + CRC	½ rateConvolutional + CRC
Transmission Data Rate	42.667kbps	42.667kbps
Speech Coding	8 kbps G.729A	8 kbps G.729A
User Data Rate	32kbps duplex	32kbps duplex
Duplex	Time Division Duplex (TDD)	Time Division Duplex (TDD)
Multiple Access	FDMA	FDMA
Number of System ID	65,536	65,536
Ring Signal	20-50 Hz, 12-90 Vrms	NA
Flash Time	100-900 ms programmable	NA
Power Source	AC/DC 12V/1A Adapter EP801 5V Adapter EP802/800H	3.7 V/1100mAh Li-Ion Battery
Charger Current	NA	550mA
		(550/850 mA for desktop charger)
Charge Time	NA	3hours
Regulation Compliance	EN 301 357-2 (RF)	EN 301 357-2 (RF)
	EN 301 489 (EMC)	EN 301 489 (EMC)
	EN 60950 (Safety)	EN 60950 (Safety)
		EN 50371 (RF safety)
Operating Temperature	0 – 50 °C	-10 – 60 °C

Application, Comparison & Market Positioning

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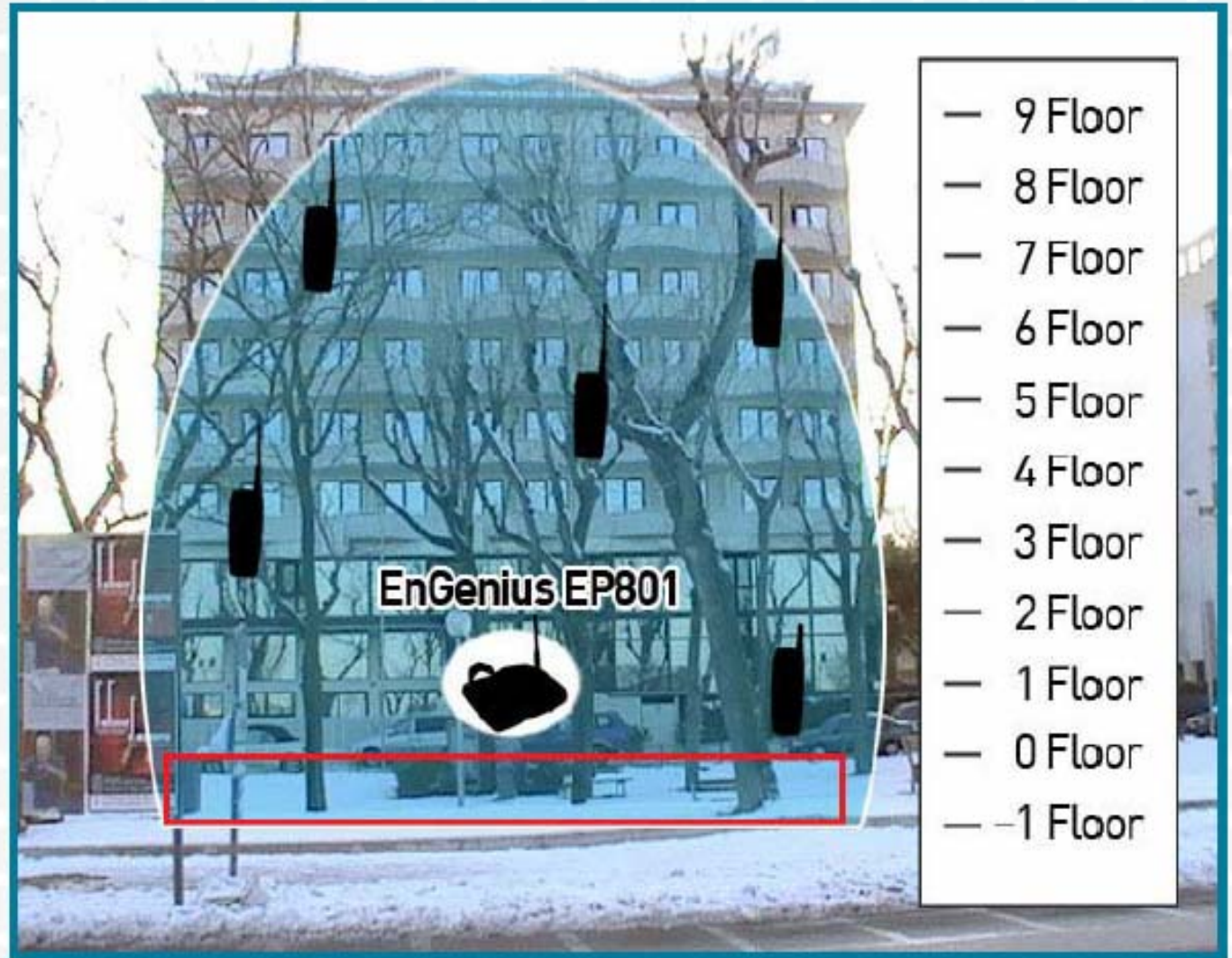


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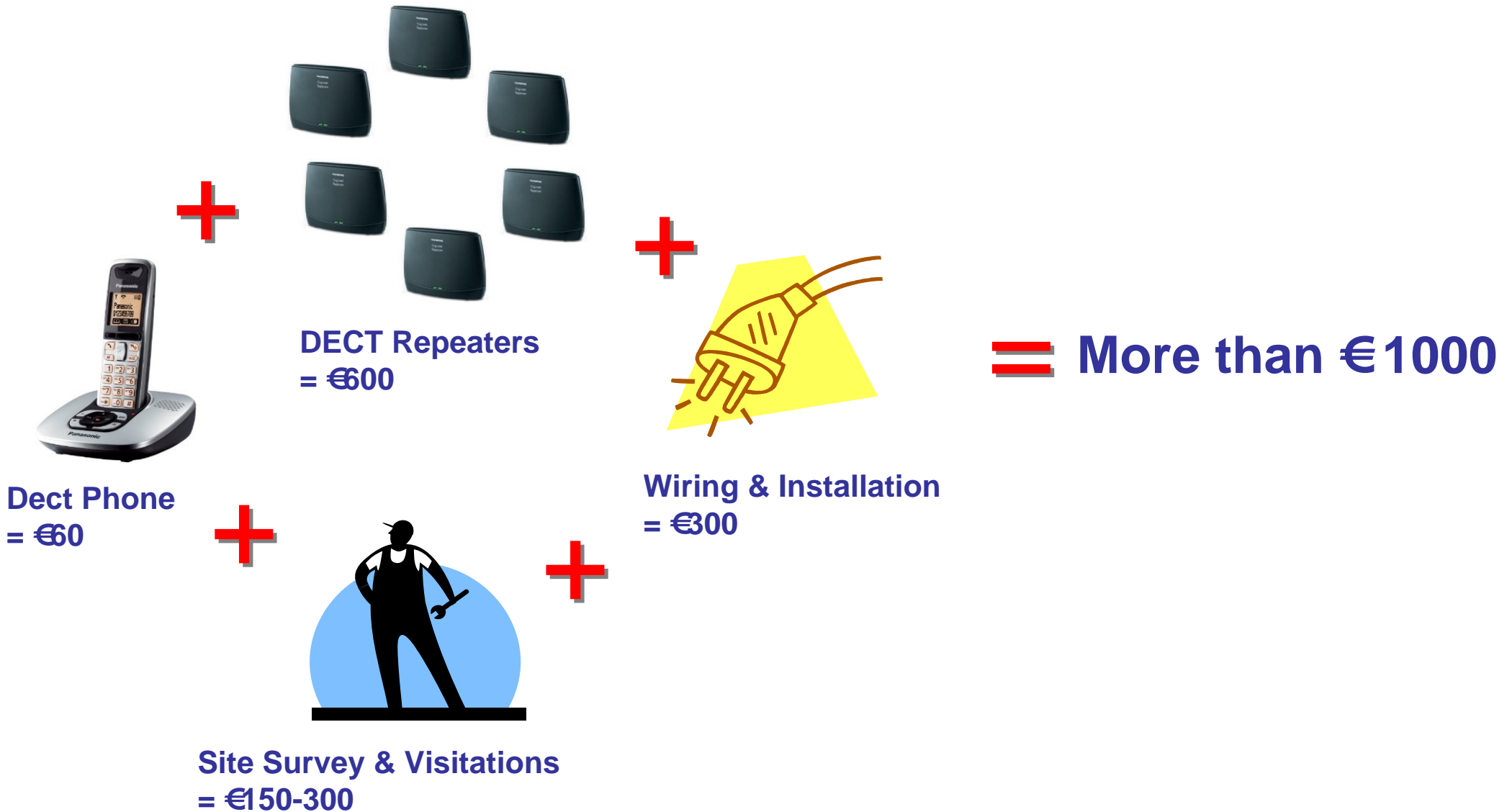


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EnGenius EP-801 with long high gain antenna



Typical DECT Installation example in a 6 Storey Building



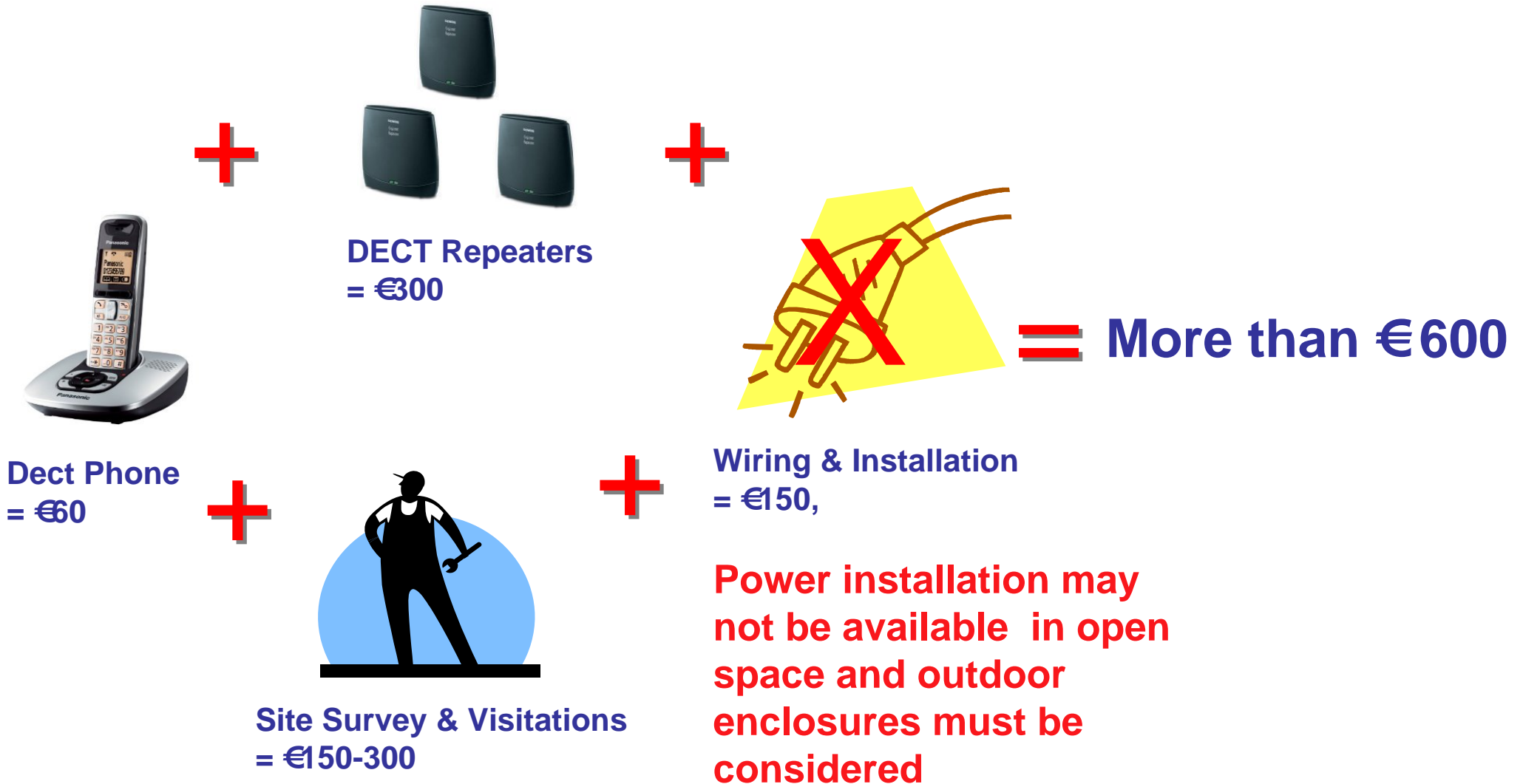
06 - EnGenius EP 801 handset to handset with the long high gain antenna.

We have 964,86 meters

+216,7% more than Standard Dect.



Typical DECT Installation example in a open Site 1KM





Traditional DECT allows only up to 6 repeaters, (3) in each direction.

EP801's performance exceeds range of maximum repeaters AND covers all blind spots the DECT repeaters cannot reach.

It is impossible to install a DECT repeater outside of your premises

Common Myth

Mobile & GSM service is so cheap and I can receive and make calls not only away from my desk but anywhere in the world. why do I need EnGenius Cordless Phone System?



It is however untrue if you are less than 1-2KM away from your fixed line most of the time.

750-1000 meters for sub-urban area with buildings
1500-2000 meters for open area

Any reliable business/organization always has 2 main fixed land number, a main number and a fax number. No established company or businesses wanting to project a good image will want to use a mobile number. A mobile number is mostly only used by an individual within the company and paid by the company if he is of managerial position and above or if his work requires him to be away from the desk at most time. A company using a mobile number as its main number is deemed like a fly-by-night company.

Calls to fixed land numbers in Netherlands/EU are MUCH cheaper than calls made to Mobile. It is free for the receivers and almost free for the callers and also for callers in other European Countries using common voip subscriptions. Calls from fixed NL line to a NL mobile number is 17cents per minute by Telfort and about 13 cents by KPN. So, if you are a company, you want your customers to feel free and easy calling you and talking to your sales people, rather than customers having to quickly end the conversation because every minute is more money when calling a mobile number.

Although it is possible to receive a call via a fixed land corporate number and then forwarding it to a mobile using certain GSM gateways or the telecom provided centrex service, the above item forwarding charges applies. If there is typically 100 mins of conversation per day, (17 euros) and in 20 working days it is €340 a month. Please note this is only for 1 forwarding. If you forward to 5 sales people, it is €1700 a month, etc.

A warehouse manager is mostly away from his desk attending to the operation matters in the large premises which cannot be serviced by DECT (limited distance) and Personal Mobile Radio (only half duplex). He needs to constantly communicate with his staff, vendors/contractors/forwarders. He receives about 50 minutes of incoming calls forwarded to his mobile daily, excluding outgoing calls.

Option 1 – using provider’s forwarding service

Description	Charges per Year
Forwarding Charges	€ 0.13 per min x 50 minutes daily x average 20 working days per month x 12 months = €1560

Option 2 – using GSM Gateway

Description	Charges per First Year / Yearly
Cost of GSM gateway plus installation and configuration to PBX	Approximately €450 plus €150 installation = €600
BedrijfsBundle 90 (KPN) Subscription € 90 for 1000 min talk time	€90 x 12 months for bundled 1000 mins talk time = €1080 Total = €1680

CONS: (1) Cannot forward calls back to other company staff when needed. (2) Have not include outgoing calls charges back to company which would be zero if using its internal extension.

<p><u>Option 1</u> <u>using provider's forwarding service to mobile</u></p>	<p><u>Option 2</u> <u>using GSM Gateway to mobile</u></p>	<p><u>Option 3</u> <u>EnGenius EP Series</u></p>
<p>€1560</p>	<p>€1680</p>	<p>€499</p>

EnGenius EP801/802 returns investment in less than 3 months plus the options to call other extensions and forward calls for free just like in the internal PBX network.





➤ Consumer

- Large Home/Estate
- Mountain Resorts
- Planned Community
- Apartment Complex
- Hotels/Motel
- Ranch/Farm Home
- Hospitals
- Greenhouse
- Warehouses
- Factories
- Shipyards
- Marinas
- Nursing Home
- Mega Store
- And Many More...

END

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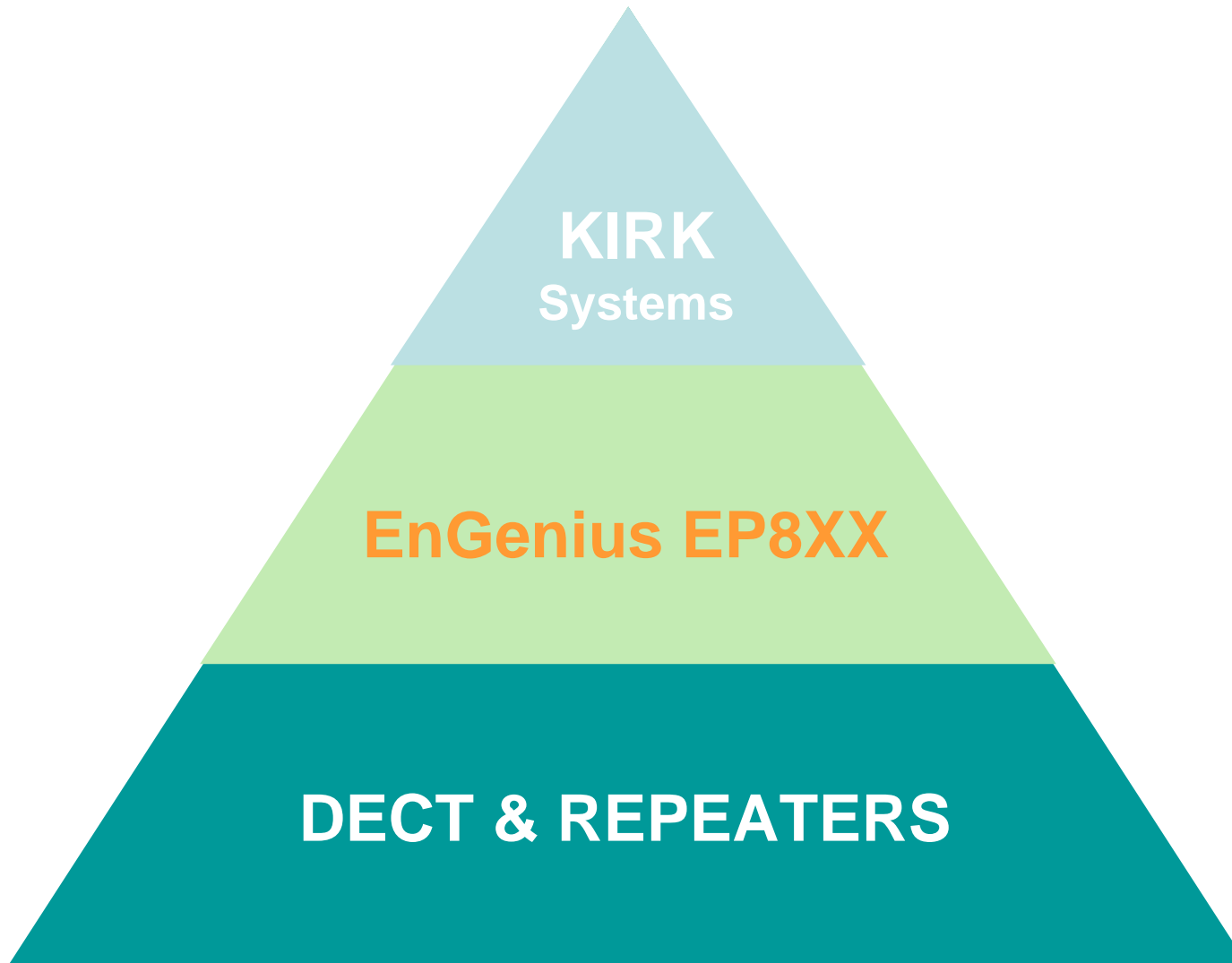
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Perceived Price value Positioning in today's wireless voice Market



Short Antenna



Long Antenna



Desktop Charger



12VDC Adapter



5.5VDC Adapter



1100mAH Li-ION



Transparent Pouch



Executive Holder



Ear Piece 2.5mm



**External Antenna – 4.5dBi gain
(appearance subject to change)**