



Spectralink Enterprise Mobile Solutions for Skype for Business

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About VoIP Supply



- **Founded in 2002**
- **30+ employees**
- **Over 125,000 customers worldwide**

Office: Buffalo, New York
Contact Us: 1-800-398-8647



Recommended Next Steps



Getting started with your VoIP solution...

- Get in touch with our VoIP Telephony Experts for a discussion at (800) 398-8647
- Create an Onboarding Game Plan with your VoIP Consultant to determine your timelines and needs
- Visit our website to see all our offerings at VoIPSupply.com
- Consulting & Solution Design, Proposal / Pricing

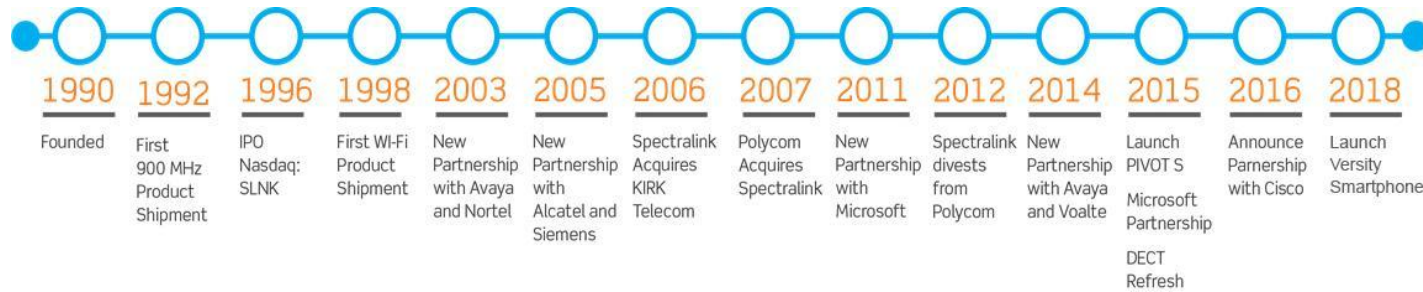
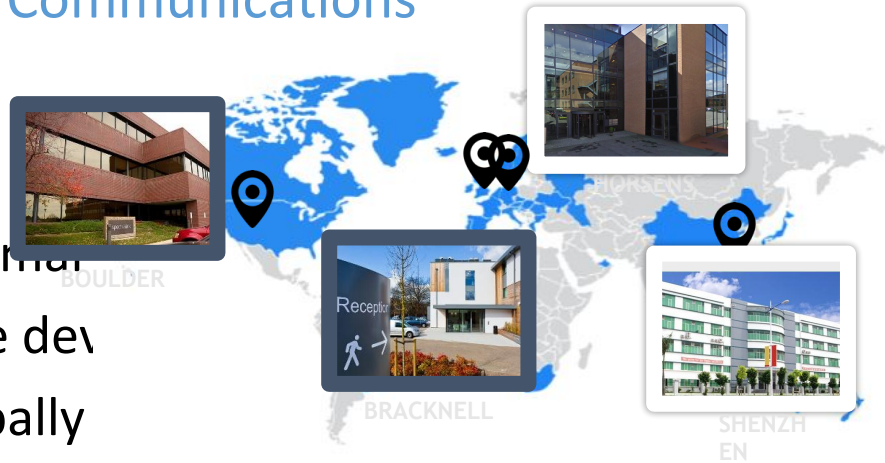
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About Spectralink

History with Wireless Mobile Communications

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



Spectralink Offers Three Families of Enterprise Mobile Solutions

Wi-Fi -
Spectralink
87 & 95/96-Series



2.4/5 GHz
LTE

Wi-Fi -
Spectralink
84-Series



2.4/5
GHz

DECT -
Spectralink
70-Series



1.8/1.9
GHz

Key Markets for Enterprise Mobile Solutions



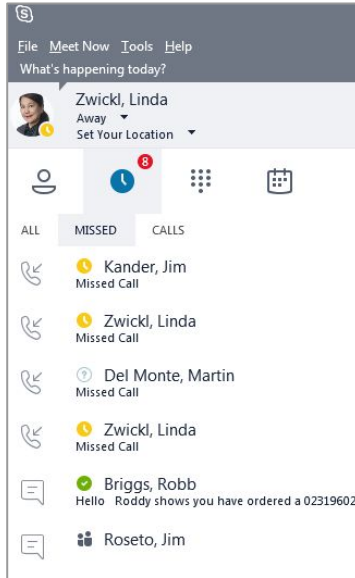
Spectralink Mobile Solutions for Skype for Business

Deliver the power of Skype for Business to Mobile Devices

SFB/TEAMS APP FOR ANDROID




Skype for Business



NATIVE INTEGRATION





SPECTRALINK DEVICES ARE THE **ONLY** ENTERPRISE **WIRELESS MOBILITY** SOLUTIONS **QUALIFIED** AS DIRECTLY INTEROPERATING WITH MICROSOFT® LYNC® /SKYPE FOR BUSINESS ENVIRONMENTS

Only Qualified Enterprise Mobile Solution Provider

Skype for Business Solutions

Skype for Business enables a rich communications experience with a diverse ecosystem of best of breed vendors. These vendors participate in the Skype for Business Certification Program to test their products and demonstrate enterprise grade communications solutions with Skype for Business.

Start browsing through these products and solutions here.

Jump to a Category Search

Solutions Catalog | IP Phones Showing 1 - 2 of 2

IP Phones [Sort Option](#)

Microsoft plans to test and certify IP phones for Skype for Business through the Skype for Business Certification Program. This reflects an evolution from the previous basic interoperability to a higher quality bar, including metrics targeting higher reliability. Phone vendors are actively working to meet this higher bar and will be qualifying against the new requirements starting the end of this calendar year.

In the meantime Skype for Business supports backwards compatibility with all of our Lync qualified IP phones. Find more technical resources and updates to our IP Phone category on [TechNet](#).

Click on a product to view more information or check the boxes for those you would like to compare. [Compare Checked](#)

SPECTRALINK 84-SERIES WIRELESS TELEPHONE...
Designed for the requirements of mobile workers in healthcare, retail, hospitality, and...

SPECTRALINK 7000 PORTFOLIO HANDSETS
Built for demanding users with a focus on usability, functionality, design and quality, the...

Program Passed

- Lync Qualification
- Optimized 0
- Compatible 2

Version Support

- Skype for Business 2
- Skype for Business Online 0
- Lync 2013 2
- Lync 2010 2

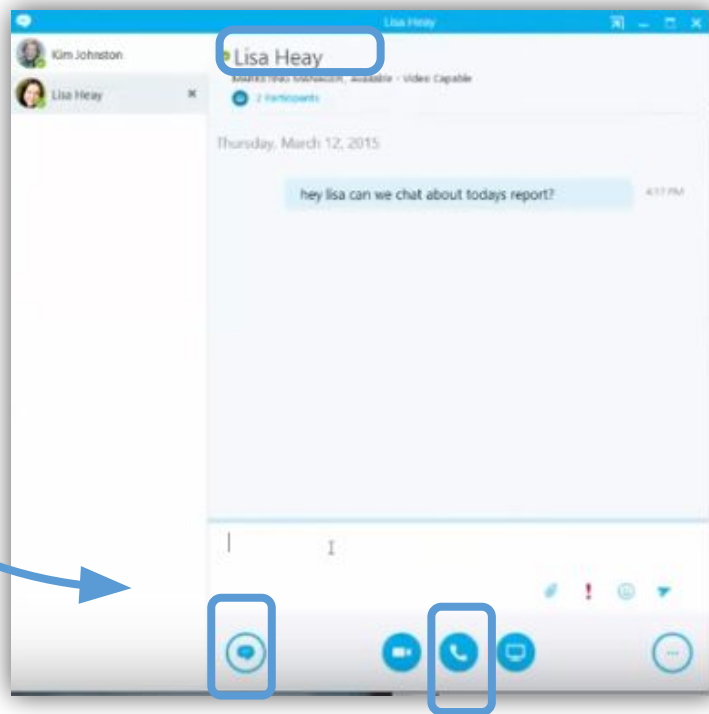
Brands

- AudioCodes 0
- HP 0
- Mitel 0
- Polycom 0
- Spectralink 2
- Yealink 0

No other Brands have an

Power of Desktop SfB to Mobility Solutions

When a user initiates a call or IM from SfB Desktop



Voice, Presence, IM



Qualified Features and Protocols For DECT Mobile Solution



Supported SfB/Lync Features

Telephony

- Call hold
- Call transfer
- Call forward
- Call waiting
- Call logs
- Call completed elsewhere
- VM Message Waiting

User Experience

- Pin Authentication
- Presence
- Music on hold
- Active Directory and LDAP

Security

Management/Administration

Voice Quality

- Full Duplex
- Codecs: G.711, G726
- Media bypass

Value Added Spectralink Features

- **Centralized management**
- **APIs** for 3rd party solutions integration
- **Multi-Language**

Qualified Features and Protocols Wi-Fi 84-Series



Supported SfB/Lync Features

Telephony

- Call hold
- Call mute
- Call transfer
- Call forward
- Call waiting
- Call Logs
- Instant Messaging
- Contact list
- Presence
- Conference join
- VM Message Waiting

User Experience

- Pin Authentication
- Music on hold
- E911 Support

Security

Management/Administration

Voice Quality

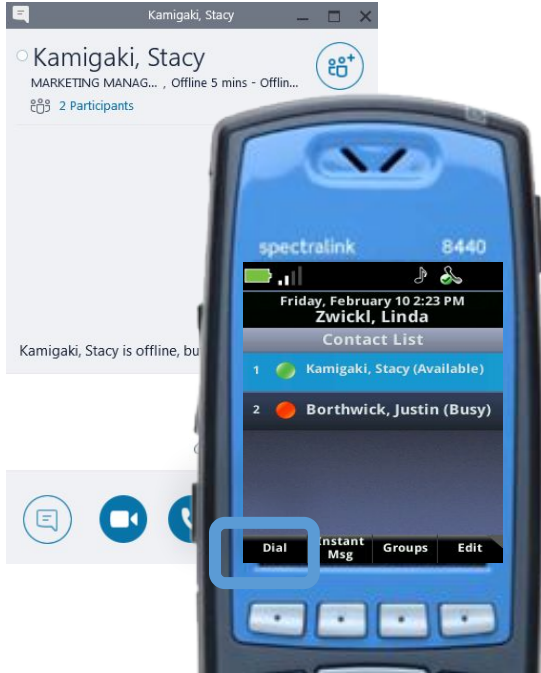
- Full Duplex. Echo Cancellation
- Codecs: G.711, G.722, G.729

Value Added Spectralink Features

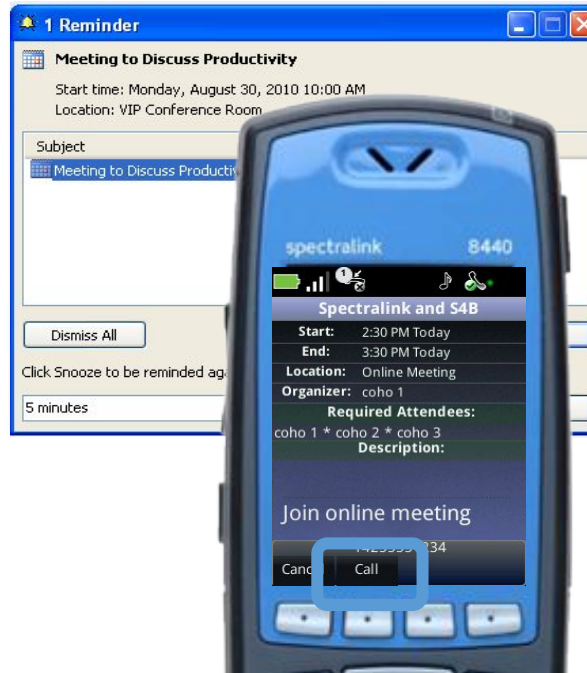
- **APIs** for 3rd party solutions integration
- **Exchange** calendaring integration
- **Real Time** Location Services
- **Barcode** scanner
- **Multi-Language**
- **Custom** ring tones
- **Distinctive** ringing

SfB + Calendar + Application

PRESENCE/IM/TALK



OUTLOOK MEETING ALERTS



APPLICATIONS



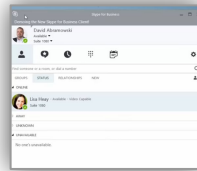
Native Integration – Direct Interoperability

Unique in the market

No gateway required

More features, Simpler administration, Easier integration

Choice of a Wi-Fi or DECT solution

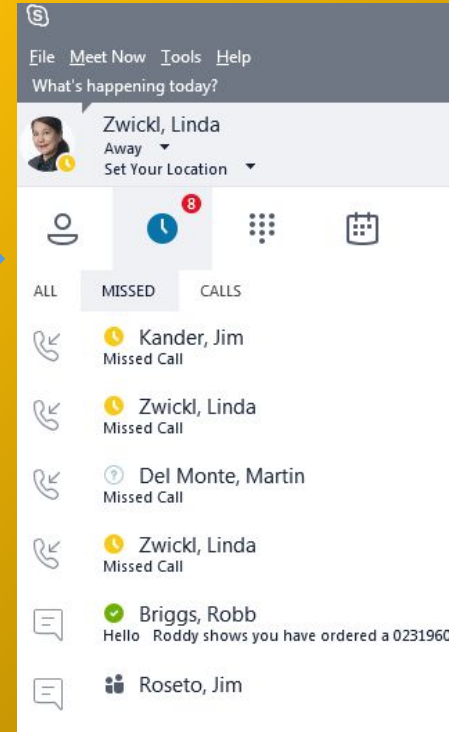
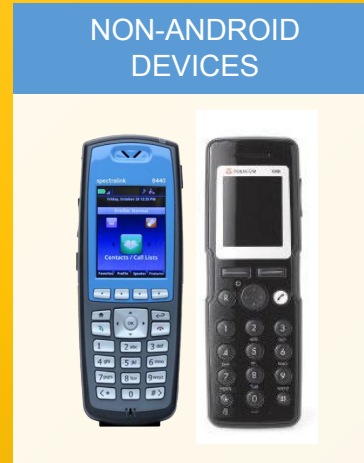
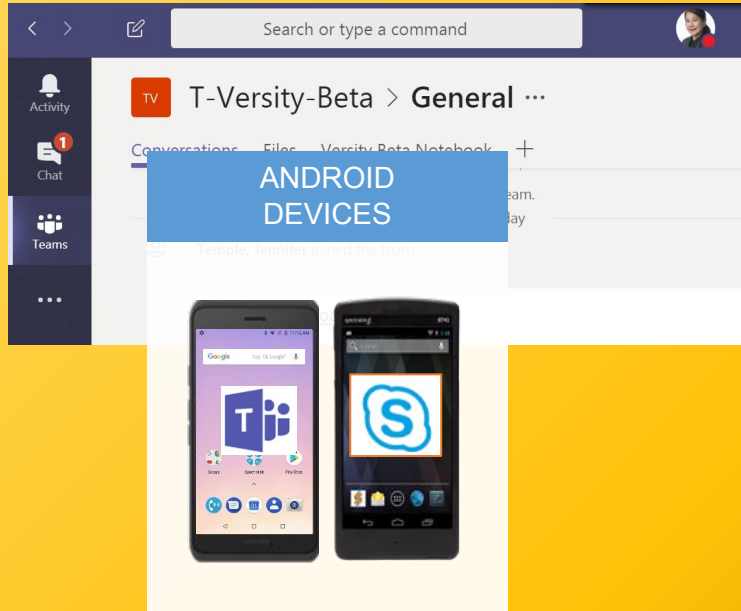


Skype for Business



Skype for Business Online (Teams)

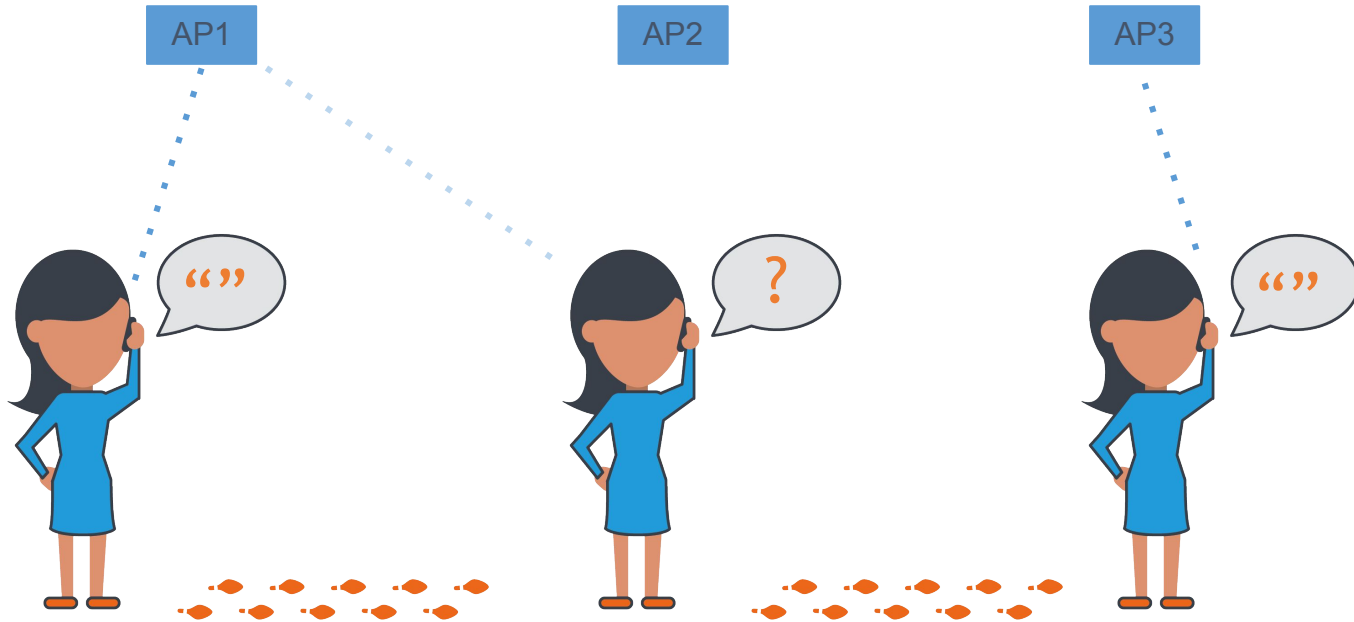
Deliver the power of Skype for Business Online/Teams



Optimizes Wi-Fi Voice/Video Quality for the Mobile User

Problem with Mobile Wireless Voice over IP

Voice quality, Spotty connection, Dropped calls



Spectralink Voice Quality Optimization (VQO)



1. Voice packet prioritization
2. Roaming and Handoffs
3. Call Admission Control



Superior
Wi-Fi Voice
Quality

Optimizes Skype for Business/Teams voice/video calls

Use Cases

Use Case: Healthcare

Hospital Workers using Spectralink Device for Alerts, Updates and Voice Communications

**At a Long Term
Care Facility...**



Receive alerts

...Nancy the nurse



Never worry
about call quality
Uses Sfb presence and
notifies head nurse

**...in Paul the
Patient's room**



Scans patient
ID band

...and others, too.



Shared resources
for all nurses

...later, during the night

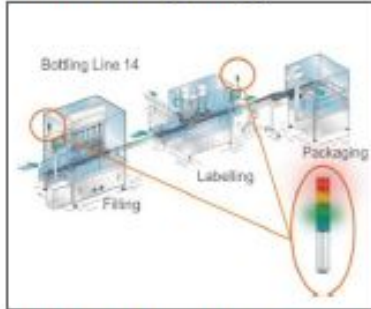


Panic button
and PTT
help keeps staff safe

Use Case: Manufacturing

Manufacturing Workers using Spectralink for Alerts, Updates and Voice Communication

At the bottling facility...



Alerted of machine downtime

...Mike the Manager has a Spectralink phone.



Uses SfB directory presence and RTLS to call closest technician

...and so does Ted the Technician.



Scan's machine barcode to get clear codes

...and others, too.



Shared resources for all workers

...later, during the night



Panic button and PTT help keeps staff safe

Use Case: Retail

Shop Floor Worker using Spectralink for Voice Communication and Stock Checks

Bob the Baker...

...has a Spectralink phone.

...and so does Warehouse Wayne.

...and others, too.

...later, during the night



Needs to organize a delivery

Uses SfB directory

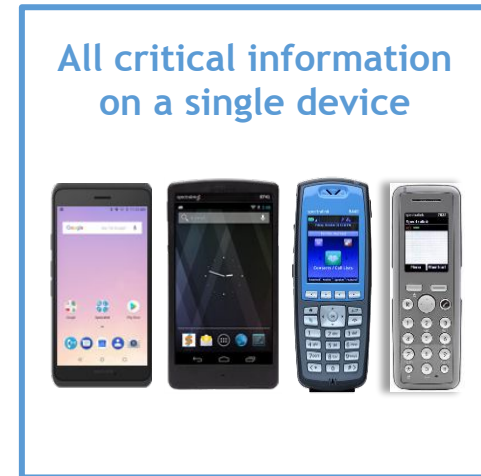
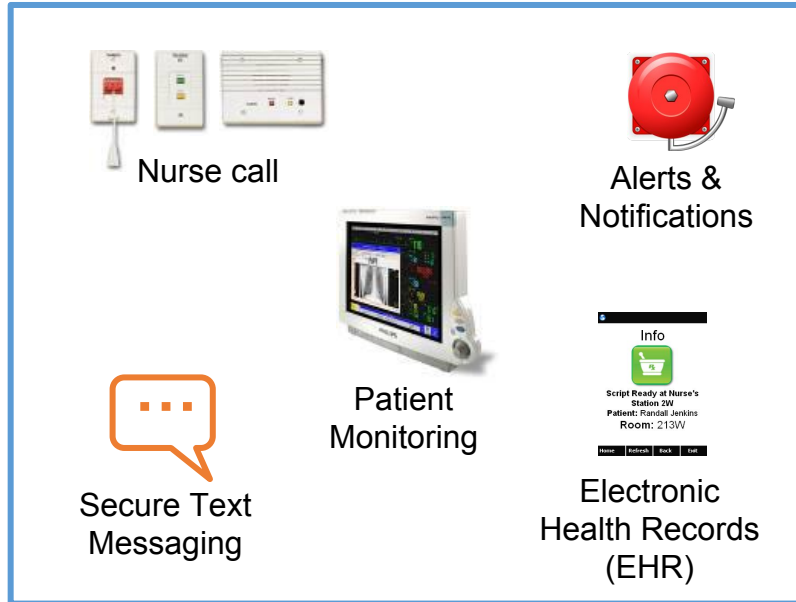
Scans code on pallet

Shared resources for all workers

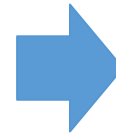
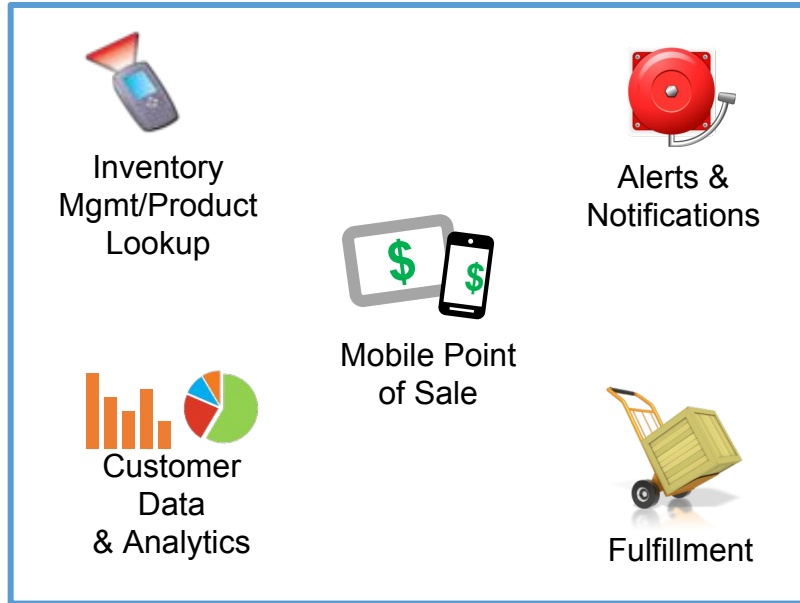
Panic button and PTT help keeps staff safe

Example of Applications

Healthcare Applications



Retail Applications



Business Productivity with Spectralink and Skype for Business (Teams)

Only Qualified Solution

Spectralink uniquely offers
Microsoft
Skype for Business-qualified
wireless devices

One Mobile Platform

SfB UC + Applications +
Purpose-Built

Customized Solution

Mix the specialized wireless
devices to meet the individual
need of each employee

Workplace Mobility

Improve productivity,
communication, and
customer satisfaction

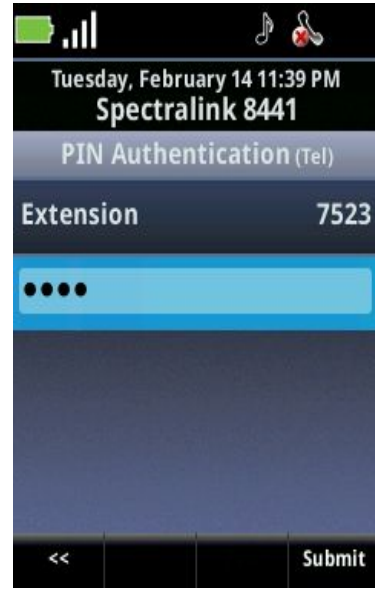
TCO

More cost efficient than
other/consumer-grade devices

Thank you for your time

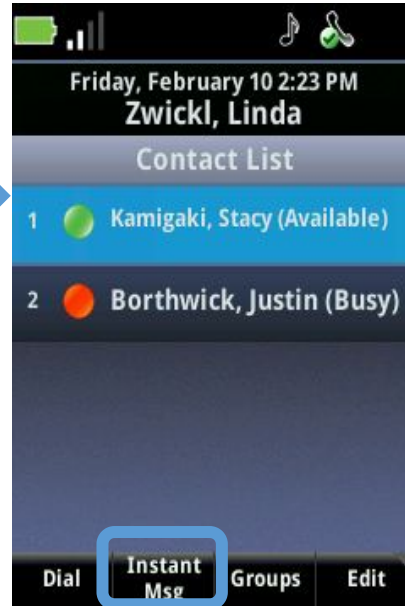
BACKUP

Pin Authorization & Login



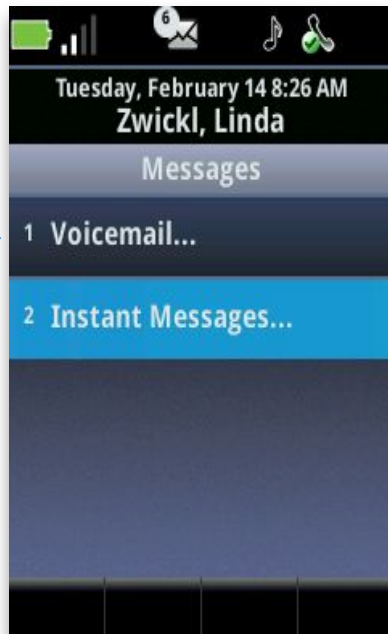
Sharing mobile devices

Contacts, Presence, IM, Voice



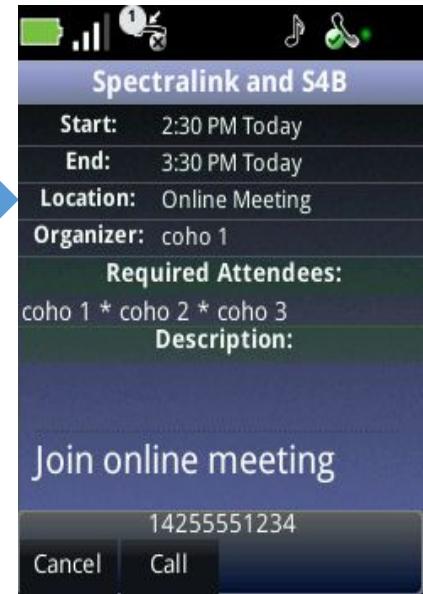
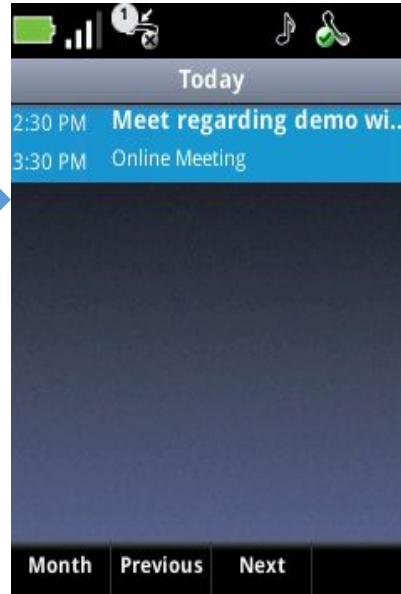
Native Integration with S4B

Retrieving Voice and IM Messages



Log and retrieve all of your IM messages

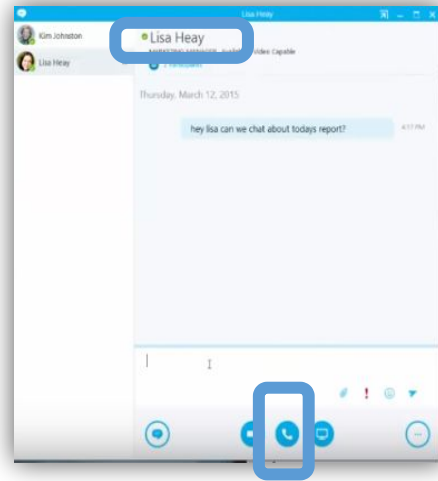
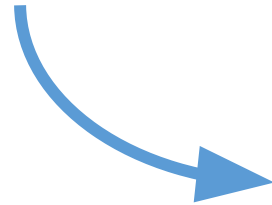
Calendar Alerts



Never miss a meeting

Seamless Experience from Desktop to Mobile Handset

When a user initiates a call or IM from S4B Desktop



Voice,
Presence, IM



Spectralink Mobile Handsets versus Other Handsets



DECT Performance Wi-Fi Performance	Industry wireless standard - DECT Spectralink Voice Quality Optimization for Wi-Fi roaming and consistent voice performance	Poor Wi-Fi roaming capabilities with best-efforts quality of service
Telephony Features	Native Skype for Business implementation for rich telephony feature support	Softphone application required with limited feature support
Security	Support for Microsoft security protocols Secure dedicated network (DECT) Administration controls	Less security controls
Integration and Management	Certified integration with Skype for Business	Multiple devices, versions, integration capabilities create support issues
Reliability	Designed for multi-user enterprise environments; withstands bumps and drops and frequent cleaning	Consumer-grade quality requires external cases for protection; plastics susceptible to cleaning solutions
Other Purpose-Built	Device sharing, swappable batteries, customizable buttons, Barcode scanner	Various limitations

Qualified Features and Protocols For DECT Mobile Solution



Supported Lync Features

Telephony

- Call hold
- Call transfer
- Call forward
- Call waiting
- Message Waiting Indication
- Redial from Call log
- Call logs
- Call completed elsewhere

User Experience

- Federation
- Presence
- Music on hold from DECT Server
- Centralized phone book via Active Directory and LDAP

Security

- TLS
- Certificate Authority
- SRTP
- STUN/TURN/ICE
- RTP

Management/Administration

- Call Admission Control
- Branch office resiliency (SBA)

Voice Quality

- Codecs: G.711, G726 Support for S4B
- Media bypass

Value Added Spectralink Features

- **Centralized management** of the handsets via the DECT server management capability
- **Rich APIs** for 3rd party solutions integration
- **Multi-Language** (on handsets)

Qualified Features and Protocols Wi-Fi 84-Series



Supported Lync Features

Telephony

- Basic Calling
- Hold
- Mute
- Transfer
- Call Forward
- VM Message Waiting
- Call Logs
- Instant Messaging
- Contact list and Presence
- Conference join

User Experience

- Remote Worker Support
- Music on hold
- Federation
- E911 Support

Security

- TLS
- SRTP
- STUN/TURN/ICE
- Certificate Authentication
- RTP
- Pin Authentication

Management/Administration

- Device Logging
- Client inventory reports
- Call Admission Control
- In-band provisioning
- Branch office resiliency

Voice Quality

- Full Duplex Echo Cancellation
- Codecs: G.711, G.722.1

Value Added Spectralink Features

- **Spectralink Voice Quality Optimization**
- **Rich APIs** for 3rd party solutions integration
- **Lync/Skype for Business** Instant messaging
- **Exchange** calendaring integration
- **Real Time** Location Services
- **Barcode** scanner
- **Multi-Language**
- **Custom** ring tones
- **Distinctive** ringing
- **Support** for G.729 codec

Purpose-Built – Designed for the Enterprise

Purpose-designed for the enterprise

**SWAPPABLE
BATTERY**

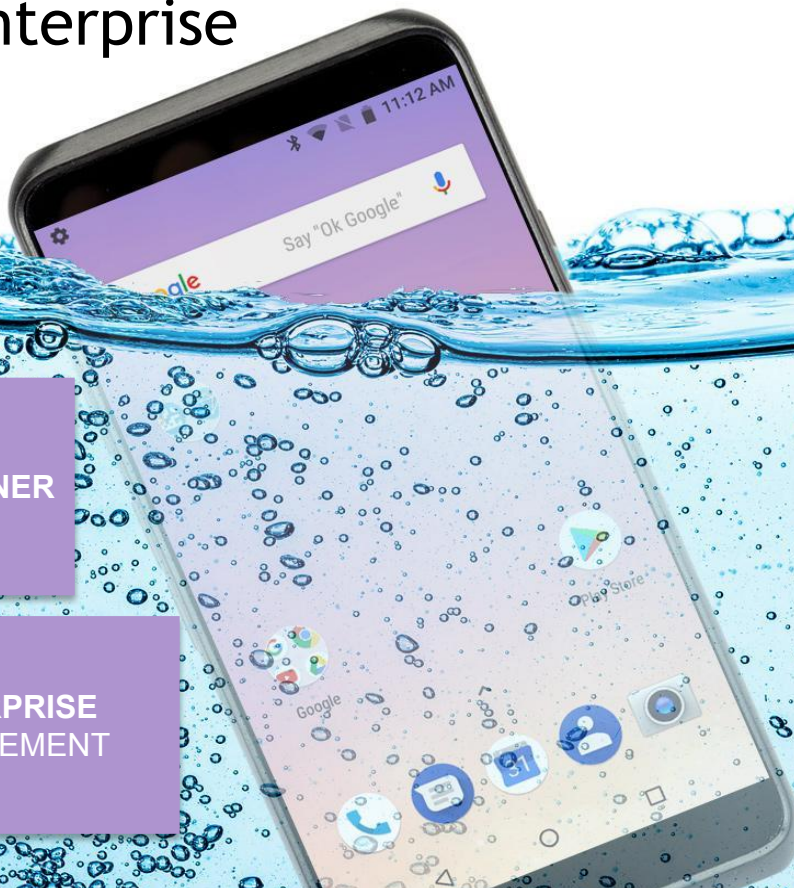
RUGGEDIZED

**PUSH-TO-TALK,
PANIC BUTTON**

BARCODE SCANNER

DEVICE SHARING

**ENTERPRISE
MANAGEMENT**



About Spectralink



Q&A

Please submit your questions using the “Q” button at the bottom of your screen.

Thank you for your time!