

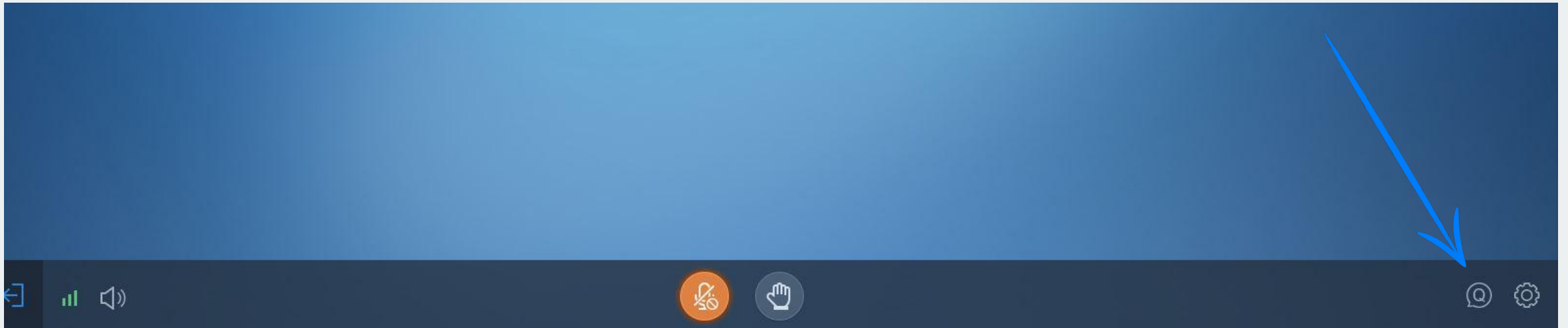


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# KONFTEL CLASSROOM DISCUSSION

**During the webinar please use the Q&A feature  
located in bottom right corner of your screen!**

**We will answer the questions at the end of the presentation  
Thank you!**





Since 2002 VoIP Supply has delivered unparalleled service and expertise to over 125,000 customers worldwide.

## VoIP Rental Program

our Device as a Service (DaaS) rental program gives your customers the widest variety of VoIP Products for a low monthly payment!

## Hardware & Provisioning

featuring over 60 manufacturers that offer over 16,000 products and the ability to provision for you!

## CloudSpan MarketPlace

a single place to shop various VoIP service providers - build up your MRR and receive discounts on hardware selling through VoIP Supply

## Fulfillment

provisioning and professional services from multiple warehouse locations in North America; providing real-time access to manage your projects from order through delivery

## Refresh & Reclaim

offering certified reconditioned devices at a fraction of the cost plus offering an outlet for selling off used and excess VoIP equipment

# CONTACT INFORMATION



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*VoIP Supply*  
*Solutions Consultant*  
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*[jshanahan@voipsupply.com](mailto:jshanahan@voipsupply.com)*



# KONFTEL EDUCATION SPECIALIST



Peter Gasparro – Regional Sales  
Director  
Cleveland, OH  
[Peter.Gasparro@Konftel.com](mailto:Peter.Gasparro@Konftel.com)  
440-376-4193

# KONFTEL FACTS



- Swedish company, founded in 1988
  - Strong US presence since 2007
  - US based support / warehouse / personnel / RMA function / etc.
  - Sales partners in more than 60 countries.
  - Value Leadership Award from Frost & Sullivan
  - Unique audio technology OmniSound®
- Generic products
    - Full focus on endpoint solutions
    - Generic products, suitable for most systems and services on the market
    - More than 10 years in Open SIP
    - Compatibility validation

# BROAD PORTFOLIO



Konftel Ego



Konftel 55-series









Konftel 300-series



Konftel 800



# MULTIPLE CONNECTIVITY OPTIONS

- Wireless 
- SIP 
- Analog 
- 3G 
- Bluetooth 
- USB 





# KONFTEL 300Wx

## WIRELESS FREEDOM

- Meeting size: Up to 20\* people
- Hybrid Conferencing
- Dual connectivity
- 60hr talk-time
- SD-card recording
- Charging cradle
- Conference guide
- Rechargeable battery
- Free software upgrade
- Konftel Unite App Compatibility



*\*extended with expansion  
microphones*

CHOOSE BETWEEN IP AND ANALOG.  
ALWAYS WIRELESS.



Konftel 300Wx



Konftel 300Wx IP



Konftel 300Wx Analog

# KONFTEL 300IPx

## THE ART OF EASINESS

- Meeting size: More than 20\* people
- Built-in Konftel Unite App Support
- Bluetooth NFC for Konftel Unite
- PoE (Power over Ethernet)
- Konftel Zero-touch Installation
- Hybrid Conferencing
- Phone book (LDAP)
- Wireless headset connection/PA
- Conference guide
- Free software updates



OmniSound®

*\*extended with PA Interface  
box*

 **KONFTEL** GET TOGETHER ]

NEW

# ! KONFTEL 800

## TRUE CONFERENCE DELIGHT

- Meeting size: More than 20\* people
- Improved user interface
- Daisy-Chain Connection
- Konftel Smart Microphone
- Easy to use
- Built-in support for Konftel unite and One Touch Conferencing
- Konftel Zero-touch Installation
- Refined OmniSound
- Built-in Bridge for 5-way calls
- Free software updates

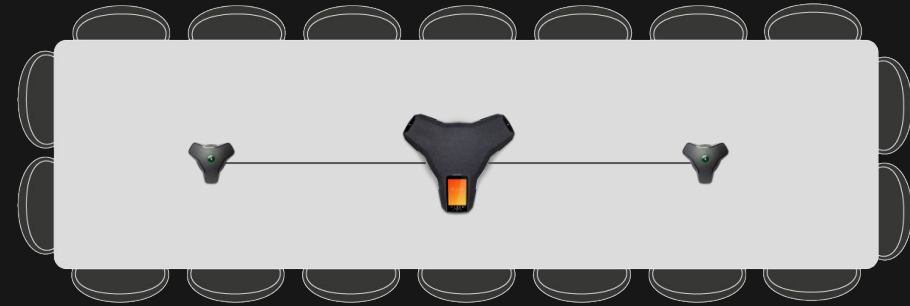


*\*extended with Konftel Smart Microphones or Daisy-chained*

**KONFTEL** GET TOGETHER ]

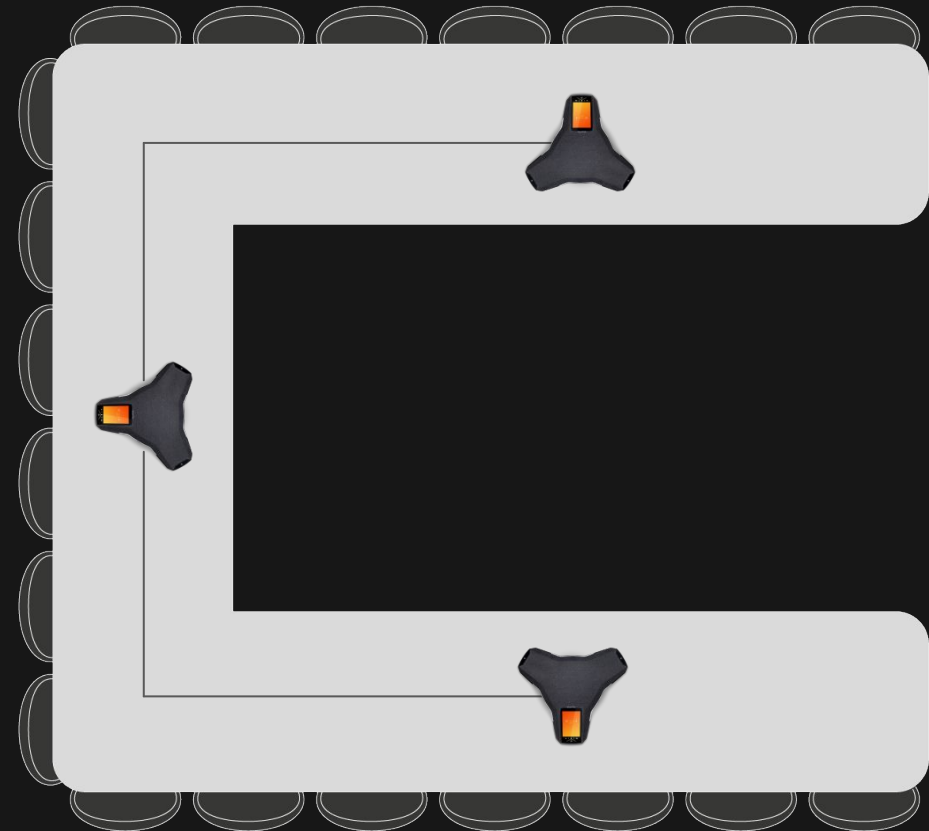
# EXPANSION TO COVER LARGER SPACES

- Expand with one or two Konftel Smart Microphones
- OmniSound®
- 20 ft microphone pick-up range
- Meeting size: Up to 20 people



# DAISY-CHAIN FOR MAXIMUM COVERAGE

- Daisy-chain up to three Konftel 800
- Extends both pick-up and audio distribution
- Attractive and flexible alternative to installed audio systems
- 6 meter microphone pick-up range
- Meeting size: More than 20 people



# KONFTEL 300

## FOR ALL YOUR MEETINGS

- Meeting size: More than 20\* people
- Hybrid Conferencing - combine collaboration apps and regular calls
- Recording capability
- Expansion microphones
- Wireless headset connection/PA
- Conference guide
- Free software update



OmniSound®

*\*extended with PA Interface  
box*

**KONFTEL** GET TOGETHER ]



# CLASSROOM EQUIPMENT

# STUDENTS ATTENDING CLASS FROM HOME

- These days – ½ in school ½ home school based classes
- Benefits and requirements now clear
- Same requirements as in the office
  - speakerphones that can easily be connected to any computer to provide HD audio and a superior microphone pick up
  - conference cameras with natural image quality, that will fit in a home office.





# KONFTEL EGO

PERSONAL CONFERENCING. ANYWHERE.

- Meeting size: Up to 6 people
- Small and portable
- Huddle room device
- Perfect with Skype for Business
- Bluetooth with NFC
- LCD screen
- Music streaming in HD
- Free software updates





# KONFTEL 55/55Wx

## ALL IN ONE

- Meeting size: Up to 20\* people
- Bluetooth® support for HD audio (55Wx only)
- NFC for easy pairing
- USB and mobile connectivity
- SD-card recording
- Feature layers for S4B, Cisco Jabber, Avaya One-X
- Music streaming in HD
- Rechargeable battery
- Free software updates



*\*extended with expansion microphones (55Wx only)*



# GET A FACE TO THE VOICE

Konftel Video solutions

# SUPERB VIDEO QUALITY







# KONFTEL CAM20

SHOW EVERYONE. IN THE MINUTEST DETAIL.

- Ultra HD 4K/30 fps
- USB 3.0 connection
- 8x digital zoom (EPTZ)
- 123° wide angle
- Low light optimization
- Presets
- Remote control included
- Built-in microphone w/ noise suppression





# KONFTEL CAM50

## CAPTURE PERFECTION

- Full HD 1080p/60 fps
- USB 3.0
- 72.5° Field of view
- 12x optical zoom
- Pan-Tilt-Zoom
- Presets
- Remote control included



# Overall View



Preset 1



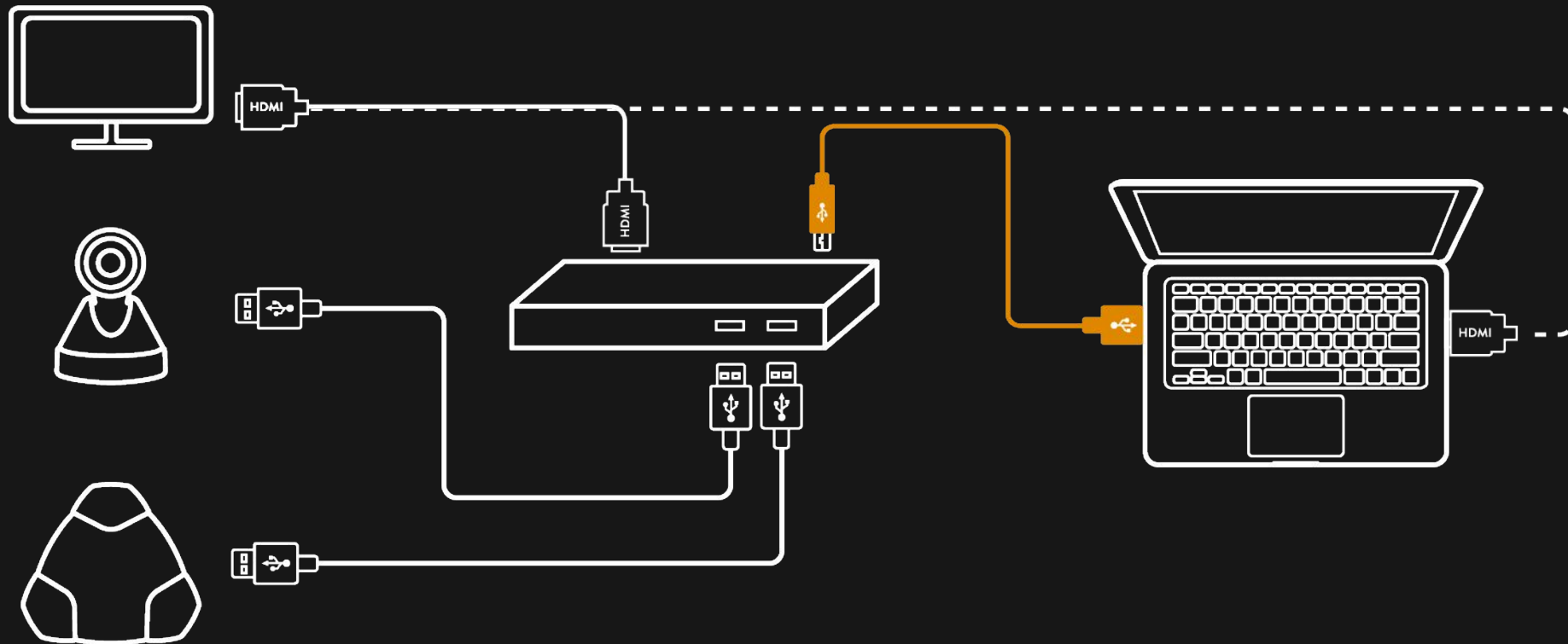
Preset 2



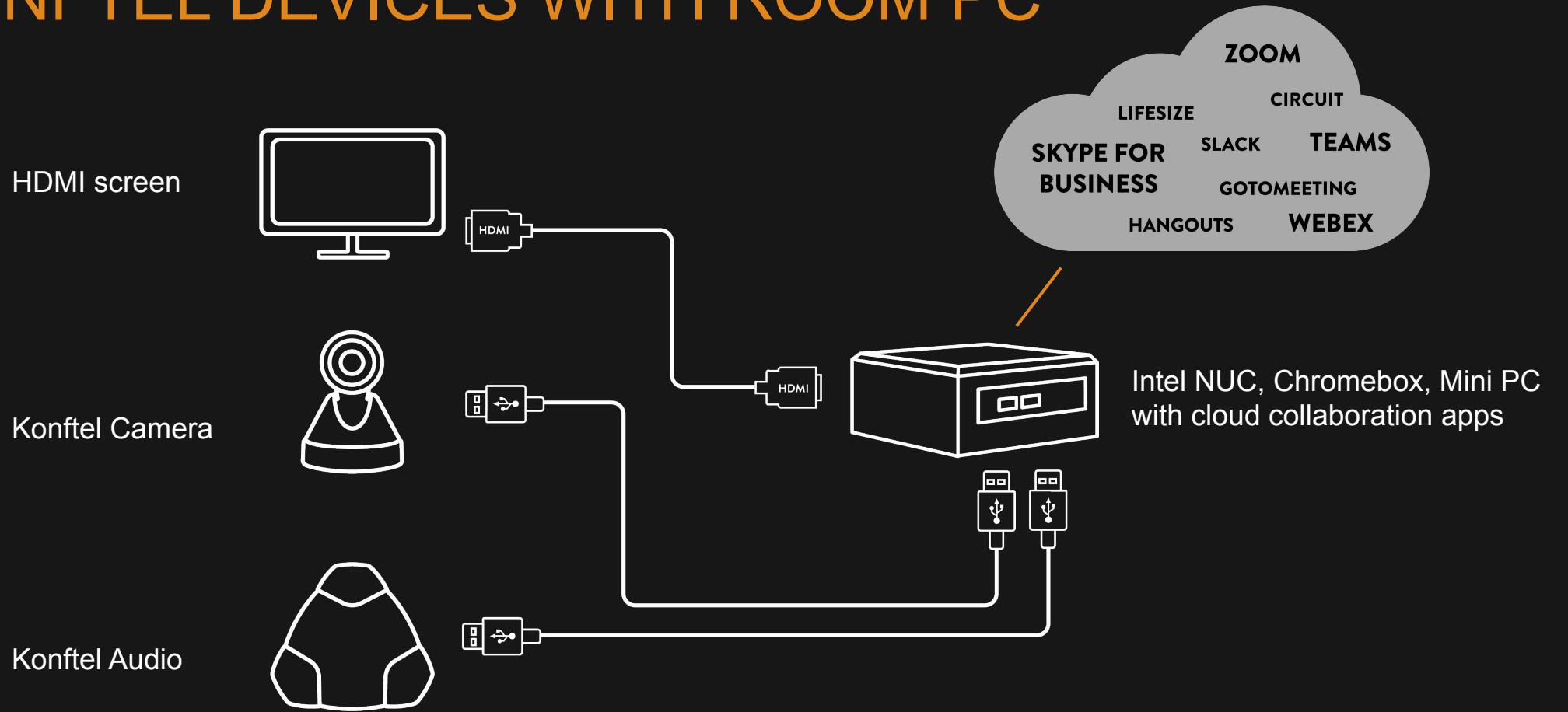
Preset 3



# KONFTEL OCC – ONE CABLE CONNECTION



# KONFTEL DEVICES WITH ROOM PC



# KONFTEL C20EGO: WHAT'S IN THE BOX?



Konftel  
Ego



Konftel Cam20  
Including  
remote  
control



Konftel OCC Hub  
Including AC adapter and  
a complete set of USB cables

# SOLUTIONS FOR ALL SPACES

SMALL



Up to 6 persons

Konftel  
C20Ego  
\$549

MEDIUM



Up to 12 persons

Konftel  
C2055/C2055Wx  
From \$749

MEDIUM-  
LARGE



Up to 20 persons

Konftel  
C5055Wx  
\$1419

MEDIUM-  
LARGE



Up to 20 persons

Konftel C50300  
Hybrid  
From \$1599

MEDIUM-  
X-LARGE



More than 20 persons

Konftel C50800  
Hybrid  
\$1,999



# PROMOTIONS



**PUBLIC SECTOR OFFER**

**Up to a 5% discount on all Konftel**

**APPLICABLE VERTICALS:**

- State and Local Government Agencies
- Educational Organizations
- Federal Government
- Healthcare providers
- Not-for-profit Agencies

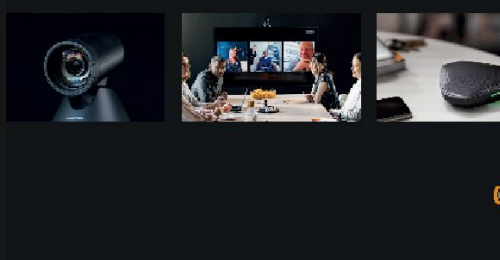
**TERMS & CONDITIONS:**

- Must ship directly to the end user.
- Konftel reserves the right to modify this promotion at any time without notice.

**ORDERING**

Order directly from your authorized reseller or contact us at [na@konftel.com](mailto:na@konftel.com)

*Offer valid to December 31, 2020.*



## Konftel Project Based Special Pricing

Konftel has launched a Project Based Special Pricing Program to premium partners an up to 10% discount to help increase margins and provide value to your customers! Please fill out the form and we will contact you.

RESELLER	
Sales Rep	
Phone Number	
Email	

END USER	
Contact	
Phone Number	
Email	
Interested Products	

**Terms & Conditions**  
Up front discount provided through partner. Pricing valid for 3 months with option to renew. Konftel reserves the right to modify the program.



**Fredrik Heravist**  
Western Sales Director  
312.241.1051



**Johnnie Burleson**  
Central Sales Director  
312.241.1052



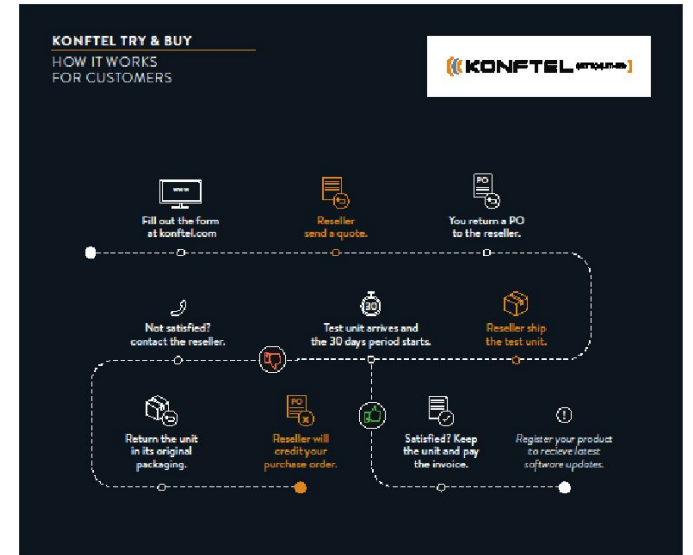
**KONFTEL CAM20**  
The conference camera that brings 4K Ultra HD video to huddle rooms and medium-sized meeting rooms. Coverage for all the participants, who are presented naturally in the pin-sharp image.

**KONFTEL 55**  
A stylish and easy-to-use speakerphone with impressive, crystal clear HD sound. The touchscreen makes controlling calls simple, whether you're connected to a computer, mobile phone or desk phone.

**KONFTEL 50**  
A personal speakerphone with a clear center display and crisp audio experience. Despite its size, the Konftel 50 offers a premium audio experience.

**KONFTEL 52**  
A compact, high-performance speakerphone with crystal-clear HD audio and a sleek design for meeting rooms.

Contact your authorized Konftel partner for more information.



## This is how the Try & Buy process works

Did you know that we offer all customers to get first-hand experience of Konftel's audio- and video conferencing? It gives you the opportunity to test our products for 30 days without any obligations.

Above we show the work flow of the process. Start by filling out the form at [konftel.com](http://konftel.com). Once the unit is delivered the 30 days try and buy period starts. An invoice will be shipped together with the unit. Make sure to keep the original packaging in good condition during the whole period. If you are happy with the unit after 30 days you keep it and pay the invoice. If you are not, contact your reseller to arrange for a RMA on or before the 30th day, then return the unit in its original packing material.

Head office Konftel AB Box 268, 901 05 Umeå, Sweden - Tel 090-10 64 89 - E-mail [info@konftel.com](mailto:info@konftel.com) [www.konftel.com](http://www.konftel.com)

Konftel is a leading company with collaboration and joint solutions. Since 1988, our mission has been to help people in businesses around the world to have meetings regardless of distance. Based on our success, we know that remote collaboration is a smooth way to save time, money and at the same time contribute to a more sustainable world. Crystal clear audio and a sharp video image are essential for efficient meetings. This is why we only focus on cutting-edge technology in our Collaboration Solutions. Our audio technology Omnisound™ is built into all Konftel Conference phones and devices. The products are sold globally under the Konftel brand and our headquarters is based in Sweden. Read more about the company and our products at [konftel.com](http://konftel.com).



# WHAT ABOUT CUSTOMER SERVICE

- 2 Year Warranty
- RMA Advanced Replacement / 3 Day
- 24/7 Web based trouble reporting
- Live Help Desk – U.S. Based Support
- You have access to our Engineers and Product Managers
- Web based assistance
  - Firmware upgrades
  - FAQs
  - Download literature, tech sheets, etc.

[ GET TOGETHER ]