

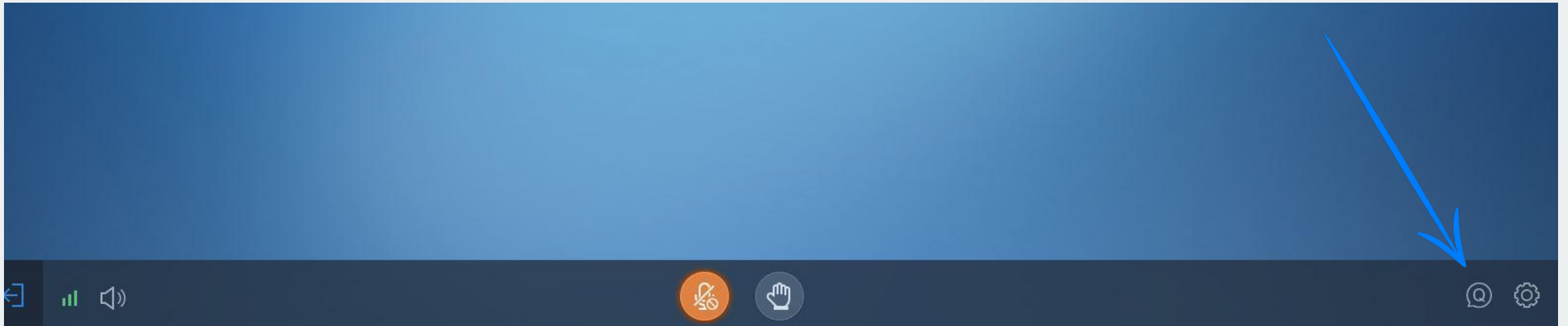


# How To Sell the WP Series



**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!**



We Are VoIP Supply

# Reseller Benefits



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



# WiFi Voice & Video

- Extending SIP through WiFi
- Truly wireless deployments
- Ideal for remote workers
- Prioritize voice traffic
- MAJOR growth opportunity for telecom resellers



# Advantages of WiFi Voice



Utilizes immersive  
WiFi networks



Easy Installation



Streamlines on-going  
management



Unprecedented  
mobility



Eco-Friendly



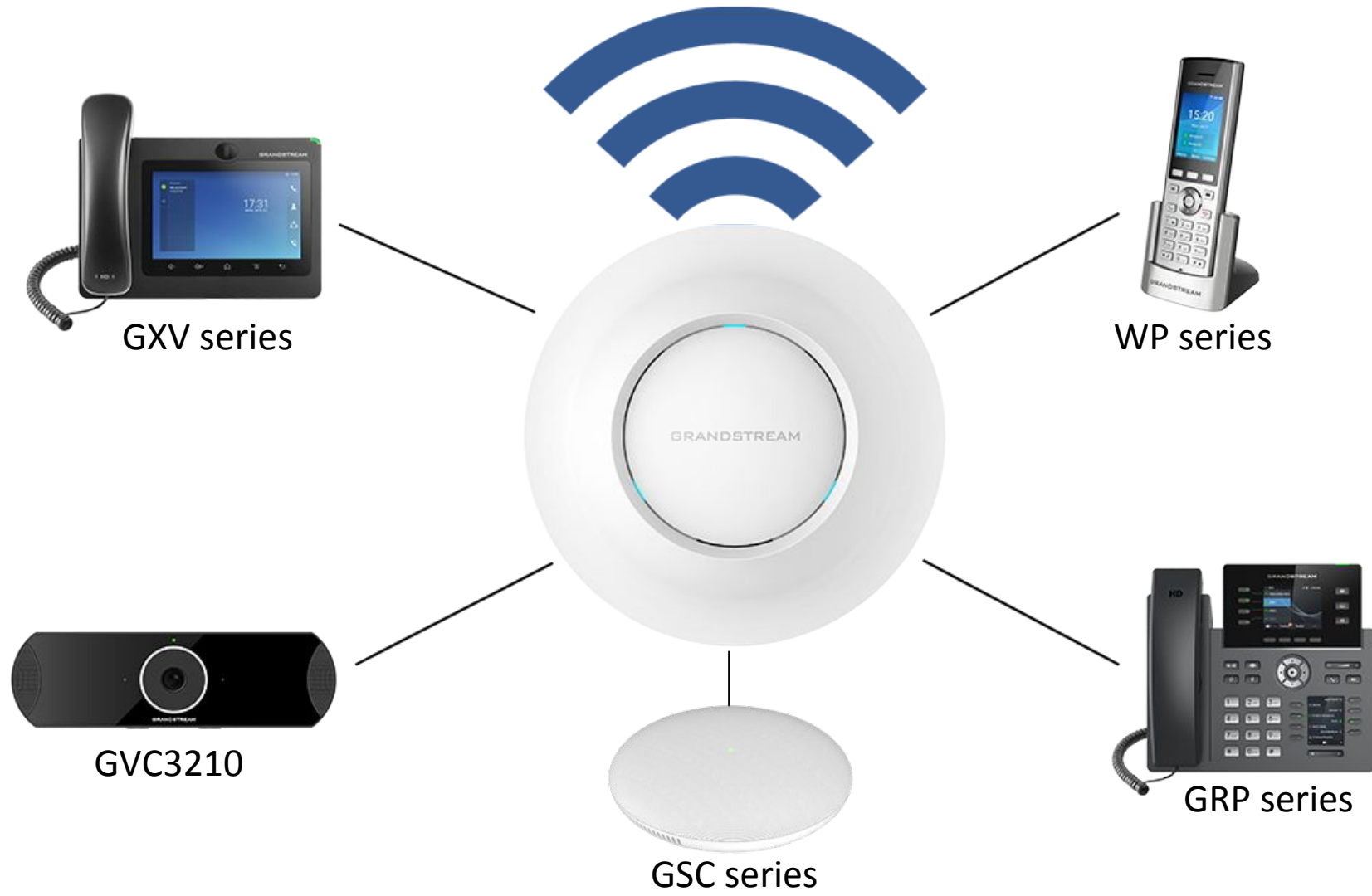
# Advancement in Wi-Fi Technology



- Wi-Fi now provides the same quality as wired
- APs can now prioritize important connections
  - Wi-Fi Voice or Video, for example
- APs facilitate and ensure seamless roaming
- Endpoints can also actively facilitate roaming
- VPNs
- The cloud



# Resellers & WISPs: Build a WiFi Communications Network



# WP series Overview

---



- Portable, Cordless Wi-Fi IP phones
- Dual-band Wi-Fi, 2 lines/SIP accounts
- Offers simple and manageable scalability
- Seamless roaming support
- Compact and light weight
- WP810: The most affordable Wi-Fi IP phone on the market







# Feature Overview



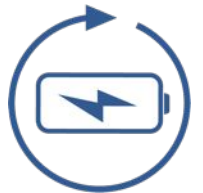
Integrated dual-band  
Wi-Fi



2 lines, 2 SIP accounts,  
3-way conferencing



HD audio, dual MICs,  
AEC, noise shield  
technology



Rechargeable  
1500mAH battery



Supports roaming  
protocols PMK and  
OKC



Configurable button  
for push-to-talk



3.5mm headset jack



Micro-USB port for  
charging



	WP810	WP820
<i>Type</i>	Simple Wi-Fi IP phone	Enterprise Wi-Fi IP Phone
<i>Wi-Fi</i>	Dual-band 802.11 a/b/g/n/ac	Dual-band 802.11 a/b/g/n/ac
<i>Battery</i>	1500mAh battery, 6 hr. talk time, 120 hr. standby	1500mAh battery, 7.5 h. talk time, 150 hr. standby
<i>Lines / SIP Accounts</i>	2 lines / 2 SIP accounts	
<i>Screen</i>	1.8 inch (128x160) color LCD	2.4 inch (240x320) TFT color LCD
<i>Bluetooth</i>	No	Yes
<i>Voice Codecs</i>	G.711μ /a, G.729A/B, G.722 (wide-band), iLBC, Opus, in-band and out-of- band DTMF (In audio, RFC2833, SIP INFO), VAD, CNG, AEC, PLC, AJB, AGC, ANS	
<i>OS</i>	Linux	Android 7
<i>Other</i>	Configurable Push-to-Talk	Accelerometer, configurable button for push-to-talk, panic and other related functions

# Work Anywhere



- No roaming limit within a Wi-Fi network
- Dual-band (2.4G & 5G) Wi-Fi support
- WebUI for remote management
- Industry-leading roaming support
- Push-To-Talk



# Ideal for Remote Workers



- Highest-quality wireless phones for remote workers
  - Most homes have Wi-Fi access
  - Easy to setup and seamless roaming
  - OpenVPN client built-in
  - Light weight and compact – easy to transport
  - Keep in touch with co-workers: PTT & 2 lines
- Later: Expands office network with wireless voice
- WP810: Scalable solution for Enterprise, Medical, logistics, security, etc.





# Built for Scalability

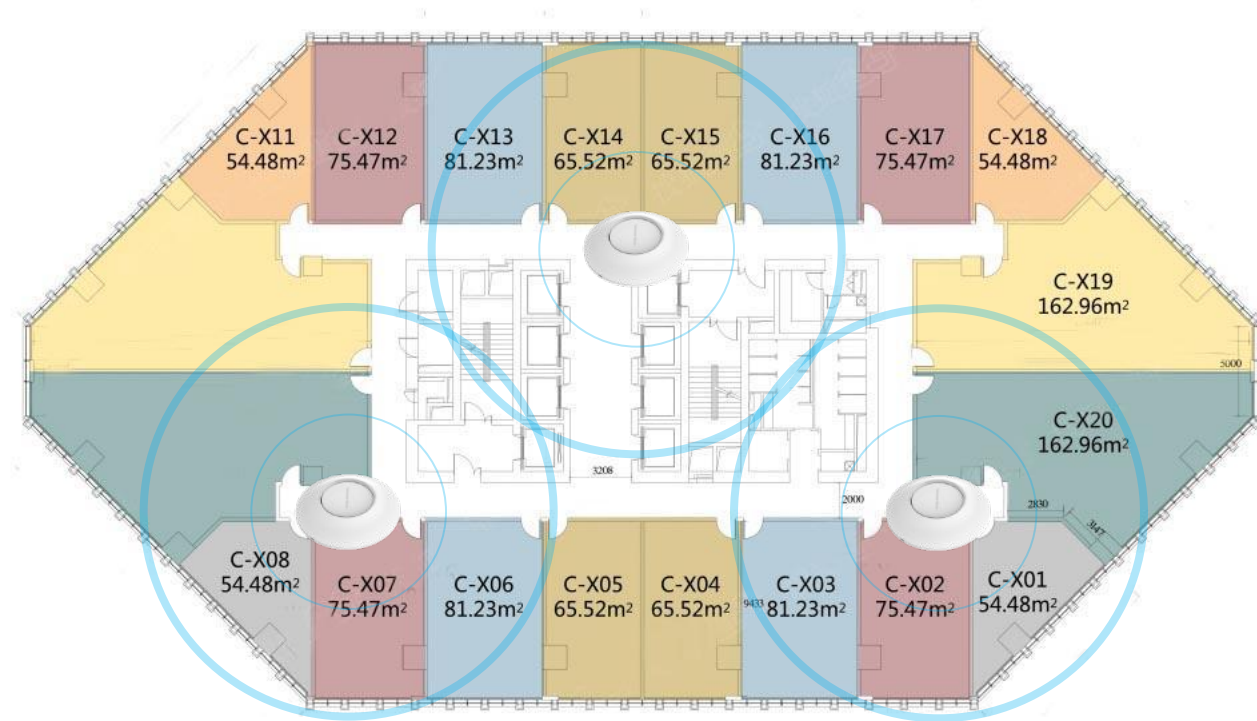


- WP810: The most affordable Wi-Fi IP phone on the market
- Virtually no limit to call capacity on Wi-Fi
- Just add APs to expand coverage range
- DECT Comparison: Similar costs, much simpler to scale, greater capacity and therefore quality





# Seamless Wi-Fi Roaming



- Wi-Fi offers easy roaming from AP to AP
- WP series Supports advanced roaming protocols:
  - Pairwise Master Key (PMK) Caching – eliminates need to reverify and exchange authentication when roaming to a new AP on the same network
  - Opportunistic Key Caching – sends a copy of PMK info from the client to all APs on the network to eliminate authentication
- Optimized to always connect to the AP with the strongest signal strength

# WMM Optimizes Roaming



When enabled, WMM (Wi-Fi Multimedia) will auto-adjust QoS on APs when roaming to prioritize voice calls

- Layer 3 QoS for SIP
- Layer 3 QoS for Audio



# Push-To-Talk



- Configurable button for PTT
- Multiple paging mode
- Talk anytime, anywhere with one button
- Powerful safety & communication features
- Great for remote and dispersed teams





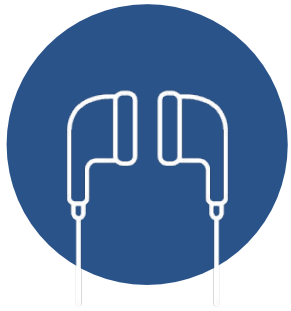
# Advanced Security

- Combines advanced VoIP & Wi-Fi security
  - AES encryption
  - Secure boot
  - Unique security certificate per device
  - Random default password per device
  - TLS and SRTP encryption
- Much stronger than DECT security

# Dual-MIC Design Reduces Noise Significantly

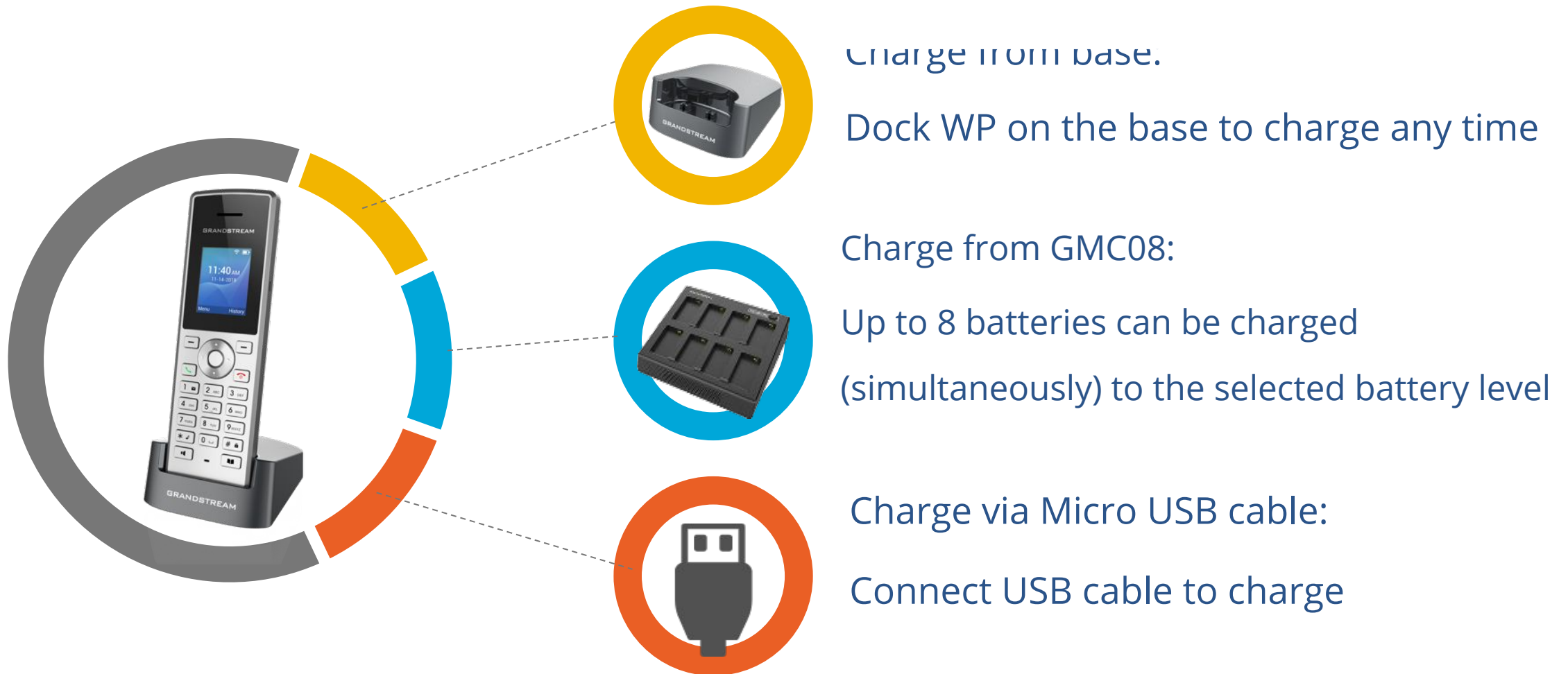


# Interfaces and Ports



- 3.5mm headset jack
- WP820 includes Bluetooth
- Micro USB port – charge with any micro USB
- Dual MIC

# Multiple Charging Methods, Anywhere & Anytime







# WiFi Facility Access Solutions



# Integrations

---



- QoS – prioritize voice/video calls over Wi-Fi
- Auto-adjusts QoS (WMM) & passes security certificates from AP to AP



- Open doors connected to a GDS device
- Creates a wireless intercom between WP810 and GDS



- Wireless intercom with GSC3510
- Wireless PA/paging with GSC3505








- Receive alerts and alarms



# WP series: Ideal DECT Replacement & Upgrade

Simple Scalability - No Roaming Limit - Greater Call Quality & Capacity - More Secure - Easier to Provision - Similar Costs

	WP810 Wi-Fi Solution	DECT Solution
	<b>Call Capacity</b> Virtually no limit	5-10 concurrent calls in an area  <i>-Most DECT channels restrict concurrent calls to 5-10</i>
	<b>Roaming</b> No limit within a Wi-Fi environment  <i>-No extra equipment needed for roaming</i>	Limited base station range  <i>-Complicated multi-cell controllers and many DECT base stations needed for roaming</i>
	<b>Scalability</b> Simple and unlimited, just add Wi-Fi APs	Limited and complicated  <i>-Most DECT base stations can manage 5-15 handsets</i> <i>-Scaling requires expensive multi-cell and repeater systems</i> <i>-5-10 concurrent calls per base station</i>
	<b>Mass Provisioning</b> Supported, including all config parameters	Notoriously difficult to provision
	<b>Security</b> Bank-Grade <i>-AES, TLS, SRTP, secure boot, unique certificates, random default passwords</i>	Limited security <i>-DECT voice packet encryption is much weaker than AES</i>

# Competitive Analysis



WP810



Unidata  
ICW-1000G



Spectralink 84-Series



WiFi Genius  
X1



	<b>WP810</b>	<b>Spectralink 8440 Handset</b>	<b>Unidata ICW-1000G</b>	<b>WiFi Genius X1</b>
<b>Wi-Fi</b>	Dual-band 802.11 a/g/b/n/ac	Dual-band 802.11 a/g/b/n	Dual-band 802.11 a/g/b/n	Single-band (2.4GHz) 802.11 a/g/b/n
<b>Battery</b>	1500mAh battery, 6 hour talk time, 120-hour standby	Up to 8 hrs talk time, 80hrs standby time	1100mAh battery, 14 hour talk time, 150 hours standby	500mAh battery, 3-4 hours talk time, 72-120 hours standby time
<b>Lines/SIP accounts</b>	2 / 2	6 / 6	1 / 1	1 / 1
<b>Screen</b>	1.8 inch (128x160) TFT color LCD	2.2 inch (240 x 320) color LCD	2.4 inch (320 x 240) pixels	
<b>Roaming Protocol Support</b>	PMK Caching, OKC (pending: 802.11k/r/v)	No	No	No
<b>Voice</b>	G.711 $\mu$ /a, G.729A/B, G.722, iLBC, Opus	G.711 (a-law, u-law), G.729, G.722, G.722.1	G.711 aLaw, G.711 uLaw, G.729AB	G711 A/ $\mu$ , G729, GSM, iLBC, G722, OPUS, Speex
<b>Peripherals</b>	3.5 mm headset jack, Micro USB port	2.5mm headset jack, Micro USB port, Bluetooth	3.5mm headset jack	No headset jack, Bluetooth included
<b>Push-to-Talk</b>	Yes	Yes	No	No
<b>AP Optimization</b>	Yes <i>Pair with Grandstream's GWN series for auto-recognition and security optimization</i>	No	No	No
<b>MSRP</b>	\$135 USD	\$607.99 USD	\$159.99 USD	\$240 USD



# Applications & Deployments

---



Businesses



Education



Retail



Warehouse



Hotel



Medical



# Included in the Box

---



Charging station



Belt clip  
(360-degree rotation)



Power adapter



Li-ion battery



# GMC08 Battery Charger



- Up to 8 batteries can be charged at one time
- 3 Charging capacity levels: 30%, 60%, 100%
- Excellent heat dissipation
- 8 Independent dual-color LEDs to indicate battery charging/discharging status
- Temperature control: Fan cools at high temperature and device turns off at extremely high temperature

# CONTACT INFORMATION



***Chris Dow***

***Channel Sales Manager***

***p: 469.241.0100 x758***

***Chris.Dow@grandstream.com***



***Brian Hyrek***

***Solutions Consultant***

***p: 716.531.4318***

***m: 716.601.4474***

***BHyrek@VoIPSupply.com***





Thanks!  
Any questions?

