



>THIS IS THE WAY

TO RELEASE PEOPLE FROM THEIR DESKS – AND LET
COMMUNICATIONS GO WHERE THE WORK GOES

>THIS IS **NORTEL**™

Product Brief

Nortel Business Communications Manager/Norstar Digital Mobility Solutions

It's a surprising but very real statistic: 50 to 70 percent of office space is unoccupied during normal business hours, according to the International Telework Association and Council. Where are these people? Some are elsewhere in the building or visiting another company site. Others are working at home or on the road. With the widespread adoption of telecommuting, wireless and various other "virtual office" technologies, this trend will only increase.

How can companies ensure that time and distance do not become barriers to productive collaboration? What's the best way to provide connectivity for employees who are always on the move, such as healthcare professionals, plant supervisors and sales associates in large retail stores?

Wherever employees must stay in touch across a building or campus — with clear voice and a full set of telephony features — Nortel has a mobility solution to fit:

- > Our Digital Mobility Solutions work seamlessly with Nortel Norstar* Compact Integrated Communications System, Norstar Modular Integrated Communications System and Nortel Business Communications Manager 200 and 400 platforms.
- > And if your employees need their phone services to follow them anywhere — not just on your premises but also to airports, conference

centers or customer locations, you can meet their needs with wireless IP solutions on Business Communications Manager platforms.

Digital mobility made easy and affordable for 8 to 64 users

Although Nortel Digital Mobility Solutions are priced below other on-premises wireless systems, they offer high-value features and benefits.



Blend wired and wireless worlds

Seamlessly extend the features and applications of Norstar and Business Communications Manager communications systems into the wireless realm. When your mobile users roam the premises, their services follow them on rugged, reliable wireless handsets. Messaging, call center skillset routing, caller ID... these features and more will work just the same as on users' desktops. In fact, users can switch between mobile and desktop phones during a call. Best of all, there are no airtime charges, because the system uses your own private segment of spectrum, which doesn't have to be registered with authorities.

Build to suit, using a modular architecture

For small sites with up to eight mobile users, you can deploy a cost-effective Nortel Digital Mobility Controller 080 with wireless connections to two base stations, each serving four handsets. You can link two controller modules together to double that capacity and serve 16 simultaneous users.

For medium-sized sites, the Nortel Digital Mobility Controller 320 supports up to eight base stations and 32 handsets/users. A Digital Mobility Controller 320 can be linked to a Digital Mobility



Controller 080 or another Digital Mobility Controller 320 for even more capacity. With this modular architecture, your mobility solution can easily expand to meet future growth.

Cover more than a million square feet, if needed

Each base station can serve up to 45,000 square feet (depending on the facility and environment) and can be located up to 2,000 feet from the control module. A fully-configured Digital Mobility Controller 080 module provides coverage throughout 180,000 square feet of building space. A dual-module configuration covers nearly 1.5

million square feet — that's three football fields.

Extend coverage up to 1 kilometer from a base station

You can extend service beyond the reach of a base station or to obstructed areas using wireless repeaters — up to six repeaters per base station. Each locally powered repeater provides 22,500 square feet of coverage and supports two simultaneous conversations.

An optional, external antenna can be used with a repeater to extend a base station signal up to a kilometer away (.62 miles) — ideal for providing mobile coverage on a campus with multiple buildings.

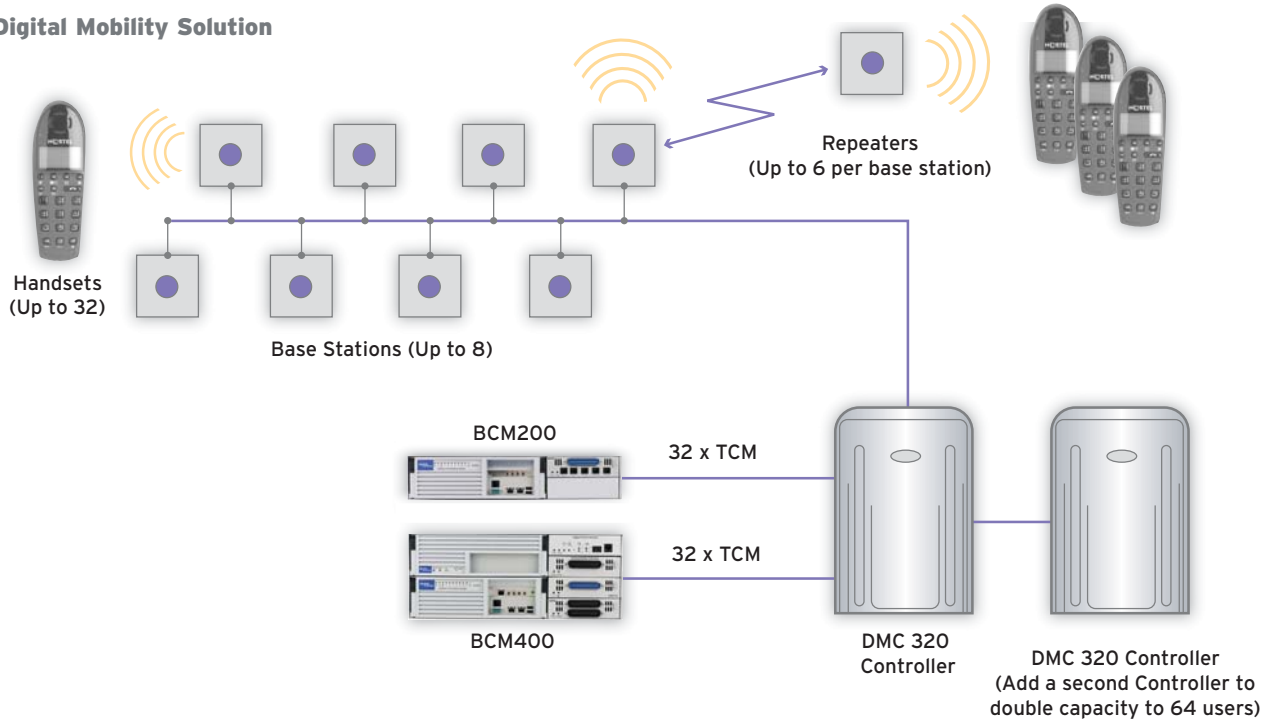
Enjoy secure, clear conversations and continuous coverage

With this solution, there are no "dead zones," no static or fading, so people won't even know you're talking on a portable phone. You won't have to worry about security and confidentiality. Users are registered to the system with passwords; nobody can cut in on their service or accidentally tune into their conversations.

Nortel Digital Mobility Solution - capacities and coverage

| Configuration | Base stations | Users | Simultaneous calls | Coverage (square feet) | Coverage (square meters) |
|--------------------|---------------|-------|--------------------|------------------------|--------------------------|
| DMC080 | 2 | 8 | 8 | 180,000 | 20,000 |
| DMC080 plus DMC080 | 4 | 16 | 16 | 360,000 | 40,000 |
| DMC320 | 8 | 32 | 32 | 720,000 | 80,000 |
| DMC320 plus DMC080 | 10 | 40 | 40 | 900,000 | 100,000 |
| DMC320 plus DMC320 | 16 | 64 | 64 | 1,440,000 | 160,000 |

Digital Mobility Solution



Enjoy a rich set of features on rugged, reliable wireless handsets. Nortel offers a choice of stylish handsets designed for serious use, with sophisticated features such as: three-line backlit displays, programmable “softkeys,” memory for up to 80 names and numbers, support for caller ID and text messages, user-selectable ring tones and vibrate setting, adjustable volume, headset jack and more.

> **Nortel 7430 Mobility Handsets** offer a solid basic value at a low cost, ideal for industry, warehouse and retail environments.

> **The Nortel 7420 Mobility Handset** is a highly featured handset optimized for handsfree operation and PC integration with a docking station.

> **The Nortel 7440 Mobility Handset** is a classic, high-quality set with IP 54 classification, designed for power users, such as in dynamic offices, hospitals and customer service centers.

> **The Nortel 7440EX Mobility Handset** is the ultimate mobility handset, with IP 54 and intrinsic safety classifications, targeted at explosive environments in oil, gas and chemical industries.

Work all day without recharging batteries

A charged battery can sustain up to 10 hours of talk time, 90 hours of standby time. That means these portable phones easily work a full day before they need to be recharged. Quick-charging docking stations accelerate recharge time and use temperature-compensated charging to prolong battery service life.

Easily determine coverage for planning deployment

The Nortel Digital Mobility Deployment Tool makes quick work of getting accurate readings of wireless coverage, so



**Nortel 7420
Mobility Handset**



**Nortel 7430
Mobility Handset**



**Nortel 7440
Mobility Handset**



**Nortel 7440EX
Mobility Handset**

For small applications, you could also use Norstar Business Series Terminal T7406 cordless phones with a Norstar or Business Communications Manager core platform. This economical option enables one to six users to roam up to 300 feet from a wall base, within 282,000 square feet of building space.

you can optimize your deployment with just the right equipment and placement — with no gaps and less overlapping.

The wireless handsets themselves support this function as well, since they display the strength of coverage they're getting at any location. Feedback from the handset provides up-to-date insights to help you plan installations or expansions.

Rest easy with a 100-percent Nortel solution

One of the strongest advantages of Nortel Digital Mobility Solutions is that they are developed, marketed, serviced and supported by Nortel. You know you will benefit from leading quality, world-class service and support and rock-solid compatibility with the core communications products and features.

Tightly integrated with Nortel communications platforms, our mobility applications work seamlessly with Norstar and Business Communications Manager 200 and 400 applications and features.

To find out more about how Nortel Digital and IP Mobility Solutions can redefine the way your workplace communicates, contact your local reseller or visit us on the Web at: www.nortel.com/bcm.

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For more information, contact your Nortel representative, or call 1-800-4 NORTEL or 1-800-466-7835 from anywhere in North America.

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