

# Jenne<sup>®</sup> is Your Value-Added Distributor for Spectralink

Jenne, Inc., is a leading U.S. based value-added distributor of technology products and solutions focusing on unified communications and collaboration, data networking, video conferencing, physical security, the Internet of Things (IOT), and the cloud, including equipment and software for the Enterprise and SMB markets. We are experts in Spectralink and its enterprise mobility solutions.

## The Jenne Team is Available to Help You

- Jenne offers same-day shipping from Jenne's on-hand, in-stock inventory on orders placed before 7 p.m. ET.
- Jenne's Spectralink Business Development Specialist is 100% committed to assist with all of your Spectralink needs, including product selection, programs, and special price requests.
- Jenne's Inside Sales Team members are knowledgeable on the complete line of Spectralink products and are available to answer questions and to help place your order.
- Jenne's Territory Business Development Directors introduce new technology and industry best practices that contribute to a partner's business plan development and execution.
- Jenne Total One-Stop Sourcing provides Value Added Resellers (VARs) with a single source for all the products they need to be successful at the lowest total cost.
- Jenne's order fill rate is an industry-leading 99.98 percent.
- Jenne's on-time shipments are 99.89 percent.
- Jenne University offers state-of-the-art training facilities, webinar instruction and regional training across the country.

# ENTERPRISE MOBILITY

## Spectralink Solutions

Spectralink provides wireless solutions purpose built for use in industries with mobile workforces that are delivered through cutting-edge technology, innovation and integration. These solutions enable mobile workers to perform their jobs more efficiently, stay connected and be more productive throughout the workday. Spectralink solutions specifically target mobile workers in:

### Healthcare

Spectralink transforms clinical communications by providing mobile solutions for hospitals worldwide. Their robust wireless devices integrate seamlessly with leading healthcare applications and innovation partners—providing superior voice quality and secure, compliant data access. Spectralink empowers clinicians to improve patient outcomes, enhance clinical quality and safety, and optimize costs.

### Manufacturing

Spectralink enterprise mobility solutions help manufacturers cut response times, minimize production downtime, and improve overall manufacturing and production plant efficiency and productivity. Any production delay can decrease output and waste labor resources, directly impacting manufacturers' bottom line. Spectralink's solutions integrate wireless systems with production monitoring equipment so communications are streamlined throughout the facility, no matter where users are.

### Hospitality

Spectralink solutions mobilize hospitality employees, enabling the delivery of superior customer service to guests 24/7. For your customers, understanding their needs and preferences, and acting accordingly to deliver personalized service is the key to great reviews, repeat business and operational efficiencies. Customer knowledge delivered through Spectralink solutions and purpose-built applications ensure staff can instantly respond to all requests, transforming the guest experience.

### Retail

Spectralink delivers mobile communication solutions that enable retailers to successfully compete in today's omni-channel world. Its purpose-built mobile devices integrate seamlessly with leading retail applications to provide personalized service to shoppers at every stage of the buyer journey. Spectralink solutions help major retail chains to streamline operations, enhance in-store communications and deliver insight-rich customer experiences.

## Wi-Fi Mobile Solutions



### 84-Series Wireless Telephones

With market-leading HD voice quality, durability, broad telephony and WLAN interoperability, the Spectralink 84-Series Wi-Fi handsets deliver a superior user experience with Spectralink VQO (Voice Quality Optimization). Our 84-Series is powered by unified communications software that provides full integration with all major SIP call platforms, including Microsoft Skype for Business®.



### Versity 92 Series

Spectralink's Versity 92 Series mobile solution delivers voice-critical communications and leading workflow applications in a sleek, compact, durable, and cost-effective enterprise-grade smartphone. Versity 92 Series is designed for mobile workers with voice-critical communications. Combine your scanner, walkie-talkie, badge, and cell phone into one streamlined solution that weighs significantly less than the competition.



### Versity 95/96 Series

Versity 95/96 Series is perfect for voice critical, zero downtime, rugged environments, with application heavy workflows. Versity 95/96 is a premium enterprise-grade smartphone solution designed with industry-optimized capabilities including built-in Push-to-Talk, scanning options and our SAFE™ functionality. Ideal for businesses that need to enable their employees to know more, do more and accomplish more without having to rely on desktop systems or multiple mobile devices.

## Engage Channel Partner Program

Spectralink has launched the Engage Channel Partner Program, replacing the SELECT partner program. The Engage program specifically targets and rewards solution providers and reselling partners who want to take advantage of the explosive demand in enterprise mobile solutions. Spectralink offers the following benefits to fuel success:

- Marketing Toolkits
- Streamlined Certification Training
- Demo Equipment Purchase Program
- Incentive Deal Registration
- Marketing Development Funds (MDF)

## Device Management Solution

Spectralink has two Device Management tools help your customers get the most out of their WiFi solutions. Both tools are designed to simplify installations, improve service levels, reduce network downtime and save money.

**Quick Network Connect (QNC)** lets you easily connect devices to a wireless network.

**Configuration Management Server (CMS)** allows administrators to customize, configure and manage mobile devices to gain better device visibility.

## DECT PRODUCTS

### Digital Enhanced Cordless Telecommunications (DECT) Portfolio



#### Spectralink 72-Series

The 72-Series is a robust, well-designed, feature rich, and price competitive handset. It meets the demands for mobility and is built for long-term dependability in harsh environments.



#### Spectralink 75-Series

The elegant and robust 75-Series has a large color screen and intuitive user interface making it a valuable working tool and a preferred choice for mobile workers in administrative working environments across various vertical markets.



#### Spectralink 76-Series

The ruggedized 76-Series combines maximum functionality and elegant design with high durability. The IP64 classified handsets are resistant to dirt, dust, and splashing water, and are designed to meet the needs of a mobile workforce in industrial working environments.



#### Spectralink 77-Series

The disinfectant-resistant 77-Series combines mobility and hygiene. The application-enabled handsets are designed to enable healthcare personnel to be mobile while still within quick reach in critical situations.

## Servers

### Wireless infrastructure compatible with the 7000 series handsets



#### Spectralink IP-DECT Server 400

Suited for SMBs looking for a Microsoft Lync® qualified system that can support up to 30 wireless users and 12 simultaneous calls. It is scalable and can grow with your business with additional license upgrades and modular design.



#### Spectralink DECT Server 2500

Designed with low power consumption, it can support up to 150 users and 32 simultaneous calls. Combined with analog and SIP VoIP interface it features a hot plug for easy maintenance even while the system is running.



#### Spectralink DECT Server 8000

Built with low power consumption, this server is future-proof with a modular design that will grow with your business's needs. It will reduce the number of on-site visits through service features like management reporting and analyzing tools.



#### Spectralink IP-DECT Server 6500

This 19" rack solution is a qualified Microsoft Lync® server that uses IP as the only logical interface. All maintenance can be performed through the server for provisioning configuration, firmware and wireless users. It also provides redundancy meant to eliminate point of failure in the server.



#### Spectralink IP-DECT Base Station

Made specifically for a quick and easy installation, this base station does not require any external power source as it is powered through PoE enabled LAN networks. It features 12 simultaneous traffic channels with 32Kbits per second and interoperates with all DECT servers.



#### Spectralink DECT Base Station

Built with low power consumption, this server is future-proof with a modular design that will grow with your business's needs. It also will reduce the number of on-site visits through service features like management reporting and analyzing tools.



#### Spectralink DECT Repeater

Wirelessly available in 2 or 4 speech channels that will create coverage in any remote areas. It also allows businesses to expand the coverage to single cell solutions and hot spot areas.

## About Spectralink

Spectralink leads the enterprise mobility market with the industry's most deployed mobility solution portfolio optimized for mission-critical healthcare, retail, manufacturing and hospitality applications. As enterprises transition to mobile workflows, Spectralink is at the forefront of the industry transformation through its innovative end-to-end mobility portfolio. Designed for challenging RF environments, Spectralink's mobile solutions enable enterprises to streamline their workflows and deliver a positive customer experience. To protect our customers' investments in UC platforms, we offer the best interoperability in the industry with the leading call control platforms. Since 1990, Spectralink has deployed millions of mobile devices worldwide—providing enterprises with the industry's most reliable, high quality and secure mobility solutions.

To order, please call your Jenne Inside Sales Representative today at 800.422.6191 or email us at [sales@jenne.com](mailto:sales@jenne.com).



**Contact Ted Sharber to sign up and become a Spectralink Partner today.**

**Ted Sharber**

Spectralink Business Development Specialist

440.580.2883

[tsharber@Jenne.com](mailto:tsharber@Jenne.com)