



OVERVIEW

Multi-Tech® CallFinder® cellular gateways connect 3Com® VCX™ and NBX® IP telephony platforms to a GSM or CDMA cellular network. With this solution, small and midsize organizations can save substantially on their phone bills by converting conventional calls into less-costly, direct, mobile-to-mobile calls. The gateways support back-up wireless communications in case of a public switched telephone network (PSTN) failure. Equipped with both Foreign eXchange Subscriber (FXS) and Foreign eXchange Office (FXO) interfaces, CallFinder devices can also connect to key telephone systems or analog phones, enabling a wide range of applications that include a wireless alternative to fixed lines for remote sites.

USER SCENARIO—MIDSIZE ORGANIZATION

PROBLEM. A midsize company with a 3Com IP telephony platform and a large sales force has experienced a spike in its communications expenses. This dramatic increase in cellular calling costs now accounts for over one-third of the company's telecommunications expenditures. And, should there be a PSTN failure, there's no existing plan to ensure continuation of phone services.

SOLUTION. Install a Multi-Tech CallFinder gateway on one of the IP telephony platform's analog ports to:

- › Allow calling between cell phones and headquarters over cellular or wireless networks
- › Enable analog phones and emergency calls to be carried by a cellular network

BENEFITS. Reduce telecom costs; enhance convenience of voice communications; ensure business continuity.

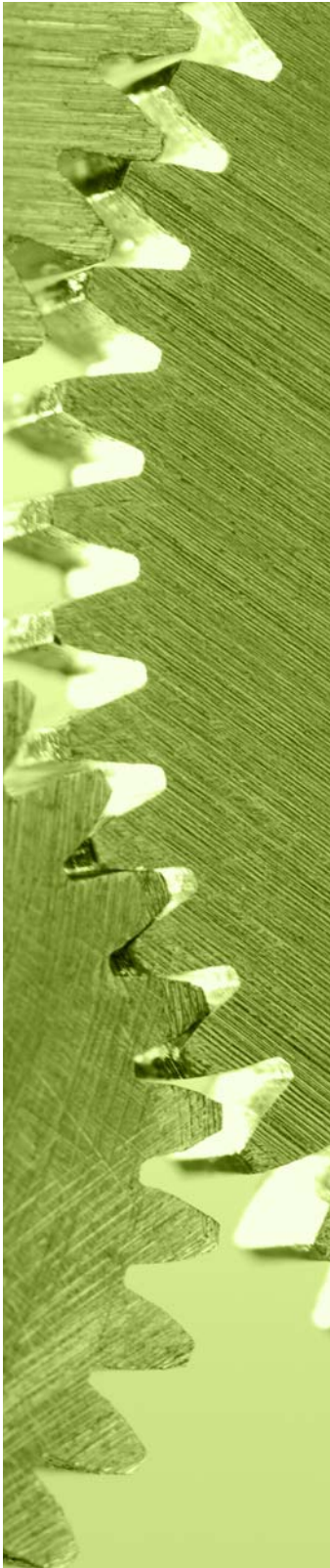
BENEFIT HIGHLIGHTS

REDUCE TELEPHONY COSTS. With deployment of a CallFinder gateway and use of cellular networks, an organization can bypass or reduce its land line toll charges—reducing its telecom expenses by as much as 40%—while fully supporting employee needs for mobility and anytime, anywhere connectivity. It can benefit from a two-to-four-month return on investment while gaining immediate, substantial savings on long distance calling that involves fixed-line-to-mobile connections, and take advantage of usage plans that include free cellular calling to any destination on nights and weekends.

QUICKLY CONNECT FROM REMOTE LOCATIONS. The cellular gateways provide a fast, easy alternative to fixed-line telephony for remote locations such as small or home offices, mobile centers and retail kiosks. By connecting a gateway to an analog phone, the user can make affordable calls over whichever cellular network the company prefers. Since the gateway has its own antenna, there is no need for conventional wiring to the phone.

SET UP TEMPORARY LINES IN EMERGENCIES. A CallFinder gateway used with the IP telephony platform provides a wireless backup system to ensure business continuity in case the public telephone network fails or there is a problem with onsite physical wiring. The solution lets users make and receive calls over the cellular network from their desk phones.

RECEIVE COMPREHENSIVE SUPPORT. CallFinder customers get a two-year product warranty and service that includes free telephone technical support and 24-hour website and FTP support.



ABOUT MULTI-TECH

Founded in 1970, Multi-Tech Systems is a privately held ISO 9001:2000-certified global manufacturer of award-winning telephony, Internet, remote access and device networking products that connect voice and data over IP networks, add connectivity to equipment using embedded technologies and provide cellular wireless technologies. The company's mission is to deliver solutions that solve real business problems by fostering mutually beneficial, long-term relationships with a worldwide network of technology partners, sales channels and customers. Multi-Tech holds 75 U.S. patents and numerous international patents covering transmission of multiplexed voice, data and video packets using technologies such as Internet telephony, PC telephony, voice over IP and frame relay.

ABOUT THE 3COM OPEN NETWORK PROGRAM

The 3Com Open Network™ (3Com|ON™) Program is a global technology partner program designed to build and support a wide array of third-party relationships with best-of-breed independent software and hardware vendors, systems integrators, service providers, consultants and the open source community. A collaborative, open approach—supported by a wealth of Program resources and support activities—creates value-added, interoperable solutions and services that help manage, control and enhance networked communications.

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