



Product Announcement

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Subject: Cerato™ VCSe 100 General Availability

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As part of Teltronics' commitment to offering our customers the latest and most advanced products to meet their business communications needs, we are pleased to announce the general availability of the Cerato™ VCSe 100 communications server and the Arcata™ series of SIP endpoints. We are eager to continue growing parallel to the industry and to offer you the very best in communications products and services.

Teltronics is confident that the VCSe 100 reliability, ease of use and affordable pricing will have a positive impact to your bottom line.

Product Information

The Cerato VCSe 100 is a versatile, solid state communication server available in 4 trunking editions – analog, digital, universal (both analog and digital support) and *SIP trunking only. Delivered in a compact, 1U rack-mount form factor, each server edition is ready for use right out of the box.

The VCSe 100 default database automatically assigns extensions in the 2XXX series with the default system operator at extension 2000. The new Teltronics Arcata series of endpoints auto-provision and the built-in Auto Attendant/Voice Messaging system is set to deliver all inbound calls to the default system operator. Of course the default settings are easily customizable using the intuitive administration interface either locally or via remote connection. The Cerato VCSe 100 is communication delivered faster, leaner, better!

Teltronics is committed to offering a communication server built on reliability and value. As such, we've designed the VCSe 100 so that upgrading beyond its current 64 SIP extension (128 SIP extensions in Universal) system capacity requires no forklift upgrade and no throw-away costs when migrating to the Cerato VCSe 500. Furthermore, the entire Arcata series of endpoints migrates up, making the transition seamless for users and providing forward compatibility unmatched in the industry.

Speaking of Arcata endpoints, we are talking full-featured SIP endpoints at a great price point and with an even better look and feel. No expense has been spared in developing a rich and simple user interface that focuses on the most widely used features. Additionally, we offer full SIP DECT cordless endpoint support and a brilliant color, touch screen SIP Video phone.

The Cerato VCSe 100 has been designed from the ground up to be Partner and Customer friendly –

- ✓ Easy to Implement
- ✓ Easy to Use
- ✓ Remote Administration Capability
- ✓ Sleek Phone Design and Interface
- ✓ High-end, Low-cost Color, Touch Screen Video Phone
- ✓ And Much More!

** SIP trunking edition is scheduled to be available in 2011.*



NEW Product Part Numbers

The following new products are available immediately. Please contact Inside Sales at 800.434.8358 for product brochures, detailed information and/or information on the Teltronics Strategic Partner program.

No.	Description
900110	CERATO VCSe 100 ANALOG (4 Trunk X 8 Station)
900120	CERATO VCSe 100 DIGITAL (1 T1/E1/PRI span)
	CERATO VCSe 100 UNIVERSAL (32 ports for analog stations and digital/analog trunks)
929801	ARCATA 1801 SIP PHONE SINGLE-LINE, 8-BUTTON, BLACK
929203	ARCATA 2203 SIP PHONE 3-LINE, 11-BUTTON, BLACK
929603	ARCATA 2603 SIP PHONE 3-LINE, 27-BUTTON, BLACK
929816	ARCATA 2806 SIP PHONE 6-LINE, 30-BUTTON, BLACK
929009	VISION VIDEO SIP PHONE 7", 480X800 FULL COLOR TOUCH SCREEN, BLACK
BEM2038	38 BUTTON EXPANSION MODULE (BEM) 2603/2806 COMPATIBLE MAX 3 PER PHONE, BLACK

Not all VCSe 100 components are listed. Please contact Inside Sales for a full copy of the VCSe 100 Price Guide.



New “TIP” program

Teltronics is proud to introduce the “TIP” (Teltronics is IP) program. This program is designed to make our Strategic Partners, Distribution Partners and customers much more aware of the depth and span of Teltronics’ IP solutions. This includes our Cerato communication servers, Arcata SIP endpoints and integrations with other IP-based products such as IP network cameras and IP DECT cell stations.

Over the coming months, we will continually announce the availability of various tools that will help assist in educating you on the benefits of our IP product lines, integrations and applications.

Through this program you will have access to documentation explicitly focused on IP such as our complete set of IP Readiness documents. Included are the IP Readiness Overview primer and IP implementation documents for such scenarios as Remote/Branch/Home office, IP Networking, SIP Trunking implementation and much more.

Furthermore, we will continue to add IP specific training to Teltronics Technical Institute and provide you with links and reading recommendations so that your organization can become more proficient and take advantage of the benefits of IP.

Keep your eyes on VCSe100.com and our email communications for more information. Questions? Please contact your Regional Sales Manager.

Web-based Training at Teltronics Technical Institute!

Teltronics Technical Institute is your online resource for technical training and information anytime, anywhere! With fresh and interactive content constantly being developed, we strive to enhance your range of online learning options.

Take advantage of comprehensive and engaging Sales, IP Readiness and Technical Certification Training!

Stay tuned to VCSe100.com for more information and to see new training classes as they become available.

Migration Strategy

The Teltronics sales team is available to review the options available for migrating customers from digital systems to the latest IP communications solutions. We will assist customers in identifying the solution that provides the best performance, value, and long-term investment protection.

We thank you in advance for your continued support of Teltronics and Teltronics products. For more information regarding this announcement or its contents please contact your Teltronics Regional Sales Manager or Inside Sales at 800.434.8358 or refer to www.VCSe100.com.