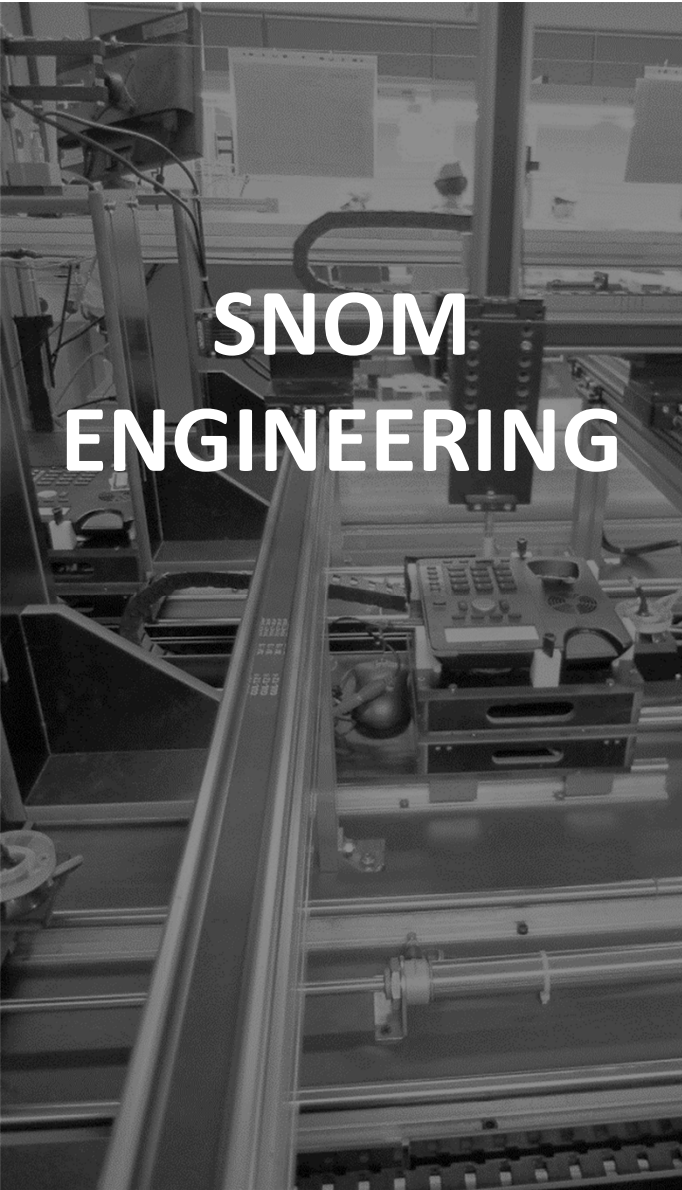


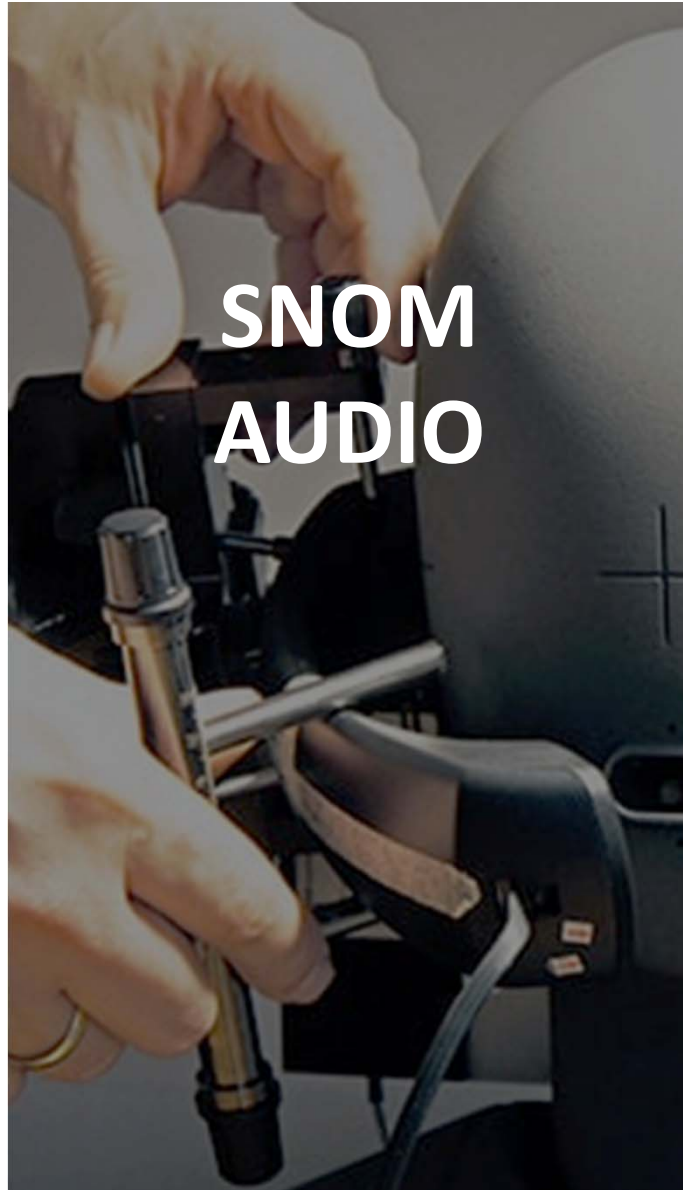
Snom Technology GmbH
We. Do. Voip!

20+ years of innovation and success

- One of the market leader for professional and enterprise VoIP phones and accessories
- Exceptional audio and sound quality for all products
- Universally compatible with the leading PBX platforms
- Quality awareness through the **in-house** development and control of all products and services
- More than 7 million end-point installations globally
- More than 4,000 installation partners worldwide
- Snom has been part of the Vtech Group since November 2016



**SNOM
ENGINEERING**



**SNOM
AUDIO**



**SNOM
SECURITY**



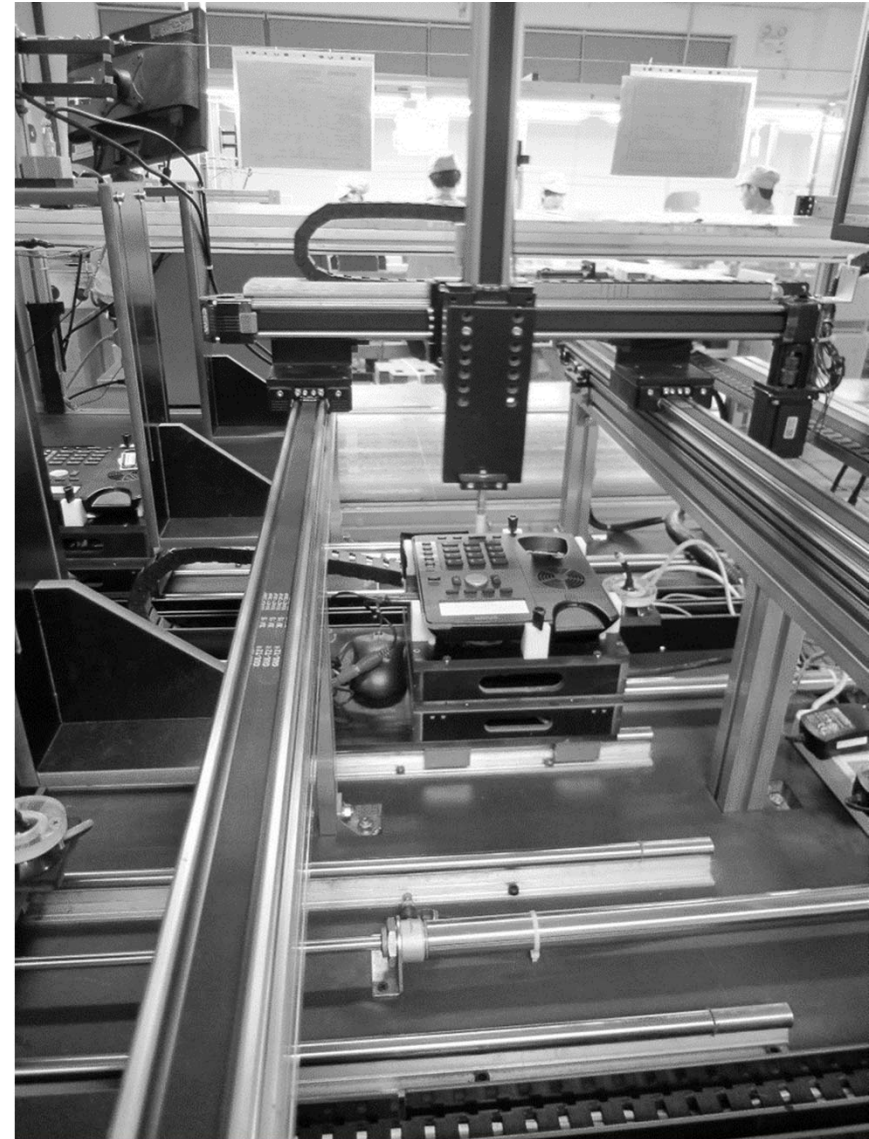
SNOM ENGINEERING

German Engineering: Quality, Durability & Security

- Lowest RMA rates in the industry
- Research and product design

Made in Berlin

- Snom products come with a 3 year warranty





THE BEST AUDIO QUALITY

We.Love.Sound



The best sound quality on the market

- With over 20 years of experience, Snom creates the best sound quality on the market
- Experts continually test and optimise all products in our own audio laboratory
- No one hit wonder: thanks to our awareness about high quality every snom phone sounds as it should

Best in class audio quality

ETSI vs. TIA

Test Scenarios	Jitter	Packet Loss	Yealink T19	Grandstream 1405	Snom D715	ETSI 202-739
Clean conditions	--	--	3.4	3.5	4.4	> 3.6
Scenario 1	20ms	--	3.4	3.2	4.4	> 3.4
Scenario 2	--	1%	3.4	3.5	4.0	> 3.4
Scenario 3	20ms	1%	3.3	3.2	3.9	> 3.4
Scenario 4	20ms	3%	3.2	3.1	3.6	> 3.2
Clean conditions	--	--	3.4	3.5	4.4	> 3.6
Scenario 1	20ms	--	3.4	3.2	4.4	> 3.4
Scenario 2	--	1%	3.4	3.5	4.0	> 3.4

Ratings of 4.2 are typically the maximum possible via telephone band
TIA covers only half duplex audio, ETSI includes double talk performance tests



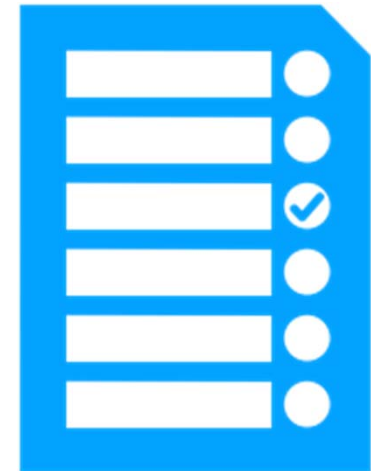
SNOM SECURITY

Security First

Security as part of the interop test plan

We do everything possible to secure the end-point:

- Strong authentication - Individual SHA-2 certificates pre-installed
- Signalling encryption - SIP over TLS
- Audio encryption – SRTP
- Enforce User Mode
- Secure Webserver - HTTPs only or Off
- Strong passwords - Admin, Webserver, SIP
- TLS server authentication enforced (starting with firmware version 10.x)



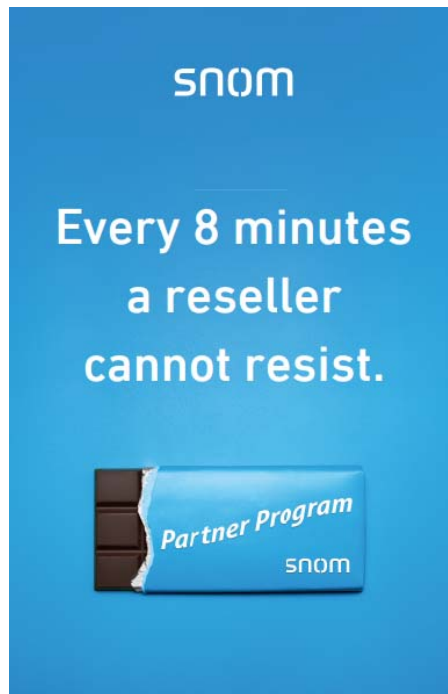
Our customer-focused departments

- Dedicated support for our partners: <http://helpdesk.snom.com>
- Interoperability: <https://www.snom.com/eco-system/pbx-interoperability-partner/>
- Firmware and new releases: <https://service.snom.com/display/wiki/Firmware+Update+Center>
- Warranty information: RMA@snom.com
- For general information, datasheets and pictures, visit our website: www.snom.com
- For technical information and documentation, visit our service website: <http://service.snom.com>



SNOM SERVICES

The Snom Partner Program



- With the new Snom partner program we offer our official resellers a wide variety of benefits.
- By joining the program Snom resellers receive a rebate for every phone sold – based on their partner level
- As a welcome gift, new and verified partners can choose a free demonstration device from a wide selection of Snom phones.

The Snom Partner Program

Advantages for REGISTERED PARTNERS

- One free Snom phone
- Snom Partner logo
- Access to marketing downloads

Advantages for SILVER PARTNERS

- Rebates on Snom phones
- Basic marketing & sales support
- Access to marketing templates
- Invitation to special Snom partner events

Advantages for GOLD PARTNERS

- High rebates on Snom phones
- Marketing support
- Sales support
- Access to marketing materials
- Invitations to special Snom partner events
- Listed on the Snom website

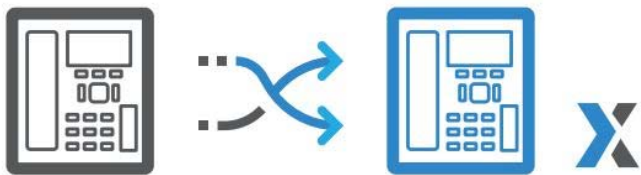
More information at www.partner.snom.com

Snom as a Service

- With Snom as a Service, high investment costs can be avoided through a rental model
- The number of phones rented can be increased or reduced at any time. This offers the highest level of flexibility and security
- Every 48 months, the rented phones can be exchanged for the latest terminals on request
- Customers receive not only phones but also a PBX solution of our Snom as a Service Partner



Snom Exchange



With Snom Exchange, older Snom phones can be exchanged for new devices on very good terms.

- New devices fulfil all the relevant safety functions
- New devices offer a wide range of new functions for every day work use
- New Snom phones feature impressive modern design

How Snom Exchange works:

1. Phones allowed in the Exchange Program are identified
2. The MAC address of the old devices is forwarded to Snom when ordering new phones
3. You receive the new devices under special conditions



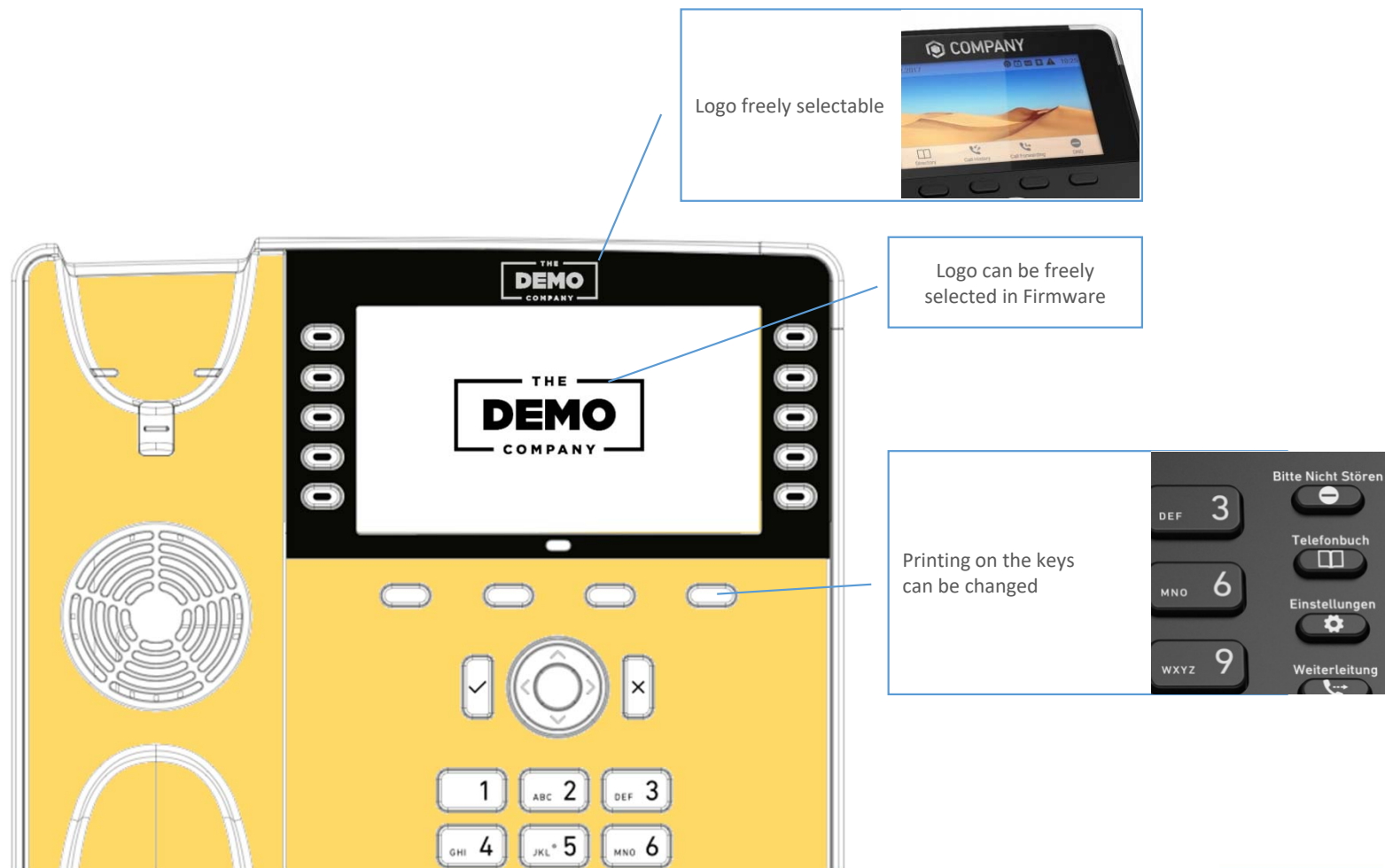
Snom Customization

To ensure that a Snom phone is not just a phone, devices can be tailored to customer wishes from a particular order quantity. We offer the following changes:

- Imprint of a logo
- Changing the printing on the buttons
- Changing the colour design of the phone top cover
- Changing the colour design of the phone bottom cover
- Changing the colour design of the phone handset



Snom Customization



Snom Customization

Custom Logo Package*

50 units/model
Minimum Order Quantity

- Get your Snom phone with customized logo lettering on the transparent display plastic
- Standard colour scheme
- Little investment due to low Minimum Order Quantity (MOQ)



Custom Printing Package

1,500 units/
model
Minimum Order Quantity

- Get your Snom phone with customized front side printing
- Change the key printing, key description, company logo or even add additional letterings and logos to the front side
- Choose a custom product name



Custom Design Package

3,000 units/
model
Minimum Order Quantity

- Get your Snom phone with customized front side printing
- Change the key printing, key description, company logo or add additional letterings and logos to the front side
- Change the colour of all visible plastic parts
- Choose a custom product name



Snom Portfolio



Desk phones



Workplace
Mobility



Conferencing



Accessories



Broadcasting



SNOM D7XX SERIES

D785 Desk Phone



The next generation of VoIP phones

- High-resolution 4.3" TFT colour display
- Outstanding HD audio quality
- “True paperless” second screen with up to 4 pages
- 24 (6 physical) multicolour programmable buttons (LED)
- Integrated Bluetooth

D7XX Series



Model	D785	D765	D735	D725	D717	D715	D712
Display	TFT- Colour Display	TFT- Colour Display	TFT- Colour Display	Graphic Display	Graphic Display	Graphic Display	Graphic Display
SIP identities	12	12	12	12	4	4	4
Ethernet / Switch	2x Gigabit	2x Gigabit	2x Gigabit	2x Gigabit	2x Gigabit	2x Gigabit	2x Fast Ethernet
Programmable keys (LED)	24 multicolour (6 physical)	16 multicolour	32 multicolour (8 physical)	18 multicolour	3 programmable and 4 function keys	3 programmable and 4 function keys	3 programmable and 4 function keys
Paperless	✓	..	✓
USB	✓	✓	✓	✓	✓	✓	..
Extension module	✓	✓	✓	✓	✓	✓	..
Bluetooth	Integrated	Integrated	With USB- Dongle	With USB- Dongle	With USB- Dongle	With USB- Dongle	..

Snom D7 Colour Expansion Module

- High-resolution colour display (6.8")
- 48 (16) programmable keys
- Expandable with up to two additional modules
- New, modern design
- Revised user interface
- Compatible with Snom D785, D765, D735 and D717





SNOM D3XX SERIES

D385 Desk Phone



Top-level IP phone of the next generation

- 4.3" TFT colour screen
- Outstanding HD audio quality
- "True paperless" second screen with multiple pages
- 48 (12 physical) multicoloured programmable keys (LED)
- Integrated Bluetooth

D3XX Series



Model **D385** **D345** **D335** **D315** **D305**

Display	TFT- Colour Display	Graphic Display	TFT- Colour Display	Graphic Display	Graphic Display
SIP identities	12	12	12	4	4
Ethernet / Switch	2x Gigabit	2x Gigabit	2x Gigabit	2x Gigabit	2x Fast Ethernet
Programmable keys (LED)	48 multicolour (12 physical)	48 multicolour (12 physical)	32 self-labeling function keys (8 physical)	5	5
Paperless	✓	✓	✓	"	"
USB	✓	✓	✓	✓	"
Extension module	✓	✓	✓	✓	"
Bluetooth	Integrated	With USB- Dongle	With USB- Dongle	With USB- Dongle	"

Expansion Modules



D7



D3

Model	D7	D3
Display	High resolution TFT colour screen	TFT-Graphic Display
Programmable keys (LED)	16 programmable keys	2 x 9 keys with multicoloured LEDs
USB	✓	✓

Broadcasting / PA1



- 4 Watt Class-D Amplifier
- 4 Controllable Output Pins
- Broadcasting via SIP and Multicast
- Wall and ceiling mountable
- Can act as ringer device/ ringer box



THE NEW SNOM DECT SERIES

Benefits of DECT

- DECT devices are the perfect complement to mobile work
- Long range of up to 50m
- Snom DECT solutions are multi-cell capable and can cover whole office buildings
- Shock, dust and splash resistant thanks to IP65 Certification
- Easy administration and maintenance
- No additional license fees thanks to the integrated DECT manager in each base station

M70 – Office Handset

- Best HD Audio
- Integrated Bluetooth
- Range up to 25+ meters
- Integrated belt clip
- HAC compatible
- Multi-colour, high-resolution display
- 200 hours stand-by
- Vibrating alarm
- MIL-STD-810g tested
- Compatible with M900, M700 and M300 base station



M80 – Shock Proofed Handset

- Best HD Audio
- Integrated Bluetooth
- Range up to 25+ meters
- Integrated belt clip
- HAC compatible
- Multi-colour, high-resolution display
- 200 hours stand-by
- Vibrating alarm
- Robust Design (Ruggedized)
- IP65 and MIL-STD-810g tested
- Integrated alarm button
- Compatible with M900, M700 and M300 base station



M90 – Antibacterial Handset

- Antibacterial housing
- Best HD Audio
- Integrated Bluetooth
- Range up to 25+ meters
- Integrated belt clip
- HAC compatible
- Multi-colour, high-resolution display
- 200 hours stand-by
- Vibrating alarm
- Robust Design (Ruggedized)
- IP65 and MIL-STD-810g tested
- JIS-Z801 tested – Can be disinfected with alcohol
- Integrated alarm button
- Compatible with M900, M700 and M300 base station



M900 – Professional Multicell Base Station

- Multicell Base Station
- Seamless handover and roaming
- DECT and Lan Synchronisation
- Integrated DECT Manager
- Wireless software update via DECT data connection
- Repeater support
- PoE capable
- TLS encryption
- Support of DSP modules (Opus)



M900 – Outdoor Base Station

- Water and weatherproof housing
- IP55 certified
- Protected against impact and water damage
- UV protected
- Suitable for wall and ceiling mounting
- Base station integrated



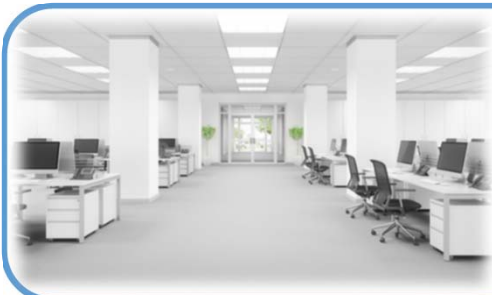
Certified for
outdoor use



Impact resistance



Possible applications



M70



M80



M80



M90



Maximum Scalability



Handsets

1,000

Base stations

254

*Max devices per installation



Hand sets

16,000

Base stations

4,000

*Max devices per installation

Workplace Mobility



Model	M70	M80	M90	M25	M155C	M65	M85
Display	2" TFT	2" TFT	2" TFT	1.4" TFT	1.7" graphical	2" TFT	2" TFT
Shockproof	Ruggedized Design (MIL-STD 810g)	Ruggedized Design (MIL-STD 810g)	Ruggedized Design (MIL-STD 810g)	-	-	-	Protection Class IP65
Additional functions	Integrated alarm key	Integrated alarm key	Integrated alarm key	-	-	-	Integrated alarm key, rip-cord, warehouse sensor
Bluetooth	Integrated Bluetooth	Integrated Bluetooth	Integrated Bluetooth	-	-	-	Integrated Bluetooth
Additional features	Headset connection	Headset connection	Headset connection	Headset connection	-	Headset connection	Headset connection
Extras	Compatible with Snom M700 and M900 base station	Compatible with Snom M700 and M900 Base station	Compatible with Snom M700 and M900 Base station	Compatible with Snom M700 and M900 Base station	Belt clip, illuminated keyboard	Compatible with Snom M700 and M900 Base station	Compatible with Snom M700 and M900 Base station

Workplace Mobility



Model

M900

M700

M200

Max. number BS

4.000

254

1

Max. number mobile parts

16.000

1.000

6

Number of simultaneous calls

8/Basis

8/base

4



SNOM CONFERENCE PHONES

Conferencing



C520-Wimi



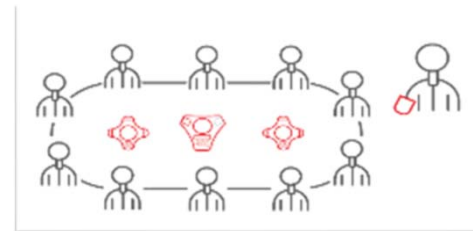
C52-SP

Model	C520-Wimi	C52-SP
Display	Graphic Display	-
Wideband audio	G.722 codec	-
SIP Identities/accounts	3	-
Power adapter	PoE or power adapter	Battery or power adapter 12V DC
Standby / Max. talk time (h)	70h/12h for wireless microphones	70h standby / 12h talk time
Directory	Local or LDAP	-
Bluetooth	Pairs up to two devices like mobile phones or headsets	Pairing via DECT
Expansion options	Pairs up to three Wireless C52-SP, up to 50m range	-

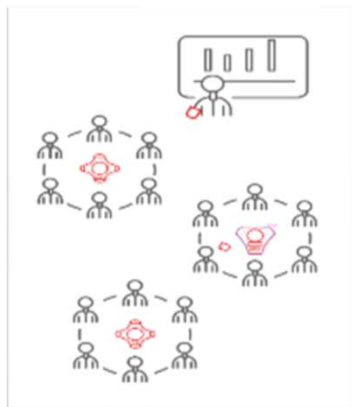
Flexible and Scalable Solutions



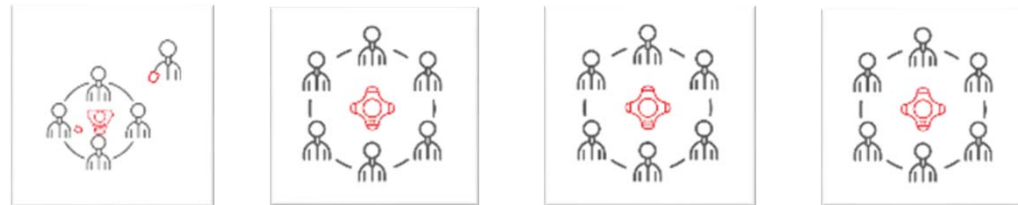
Standard conference setup



Large room conference setup



Ball room conference setup



Multi room conference setup



HEADSETS / ACCESSORIES

A190 DECT Headset



A190 Multicell DECT-Headset

- Long range
- Superior wideband sound
- Noise reduction
- Echo cancellation· Lightweight design
- Handover and roaming in DECT multi cell setup

A170 DECT Headset

Newcomer DECT-Headset

- Long range
- Connects to phone (analogue) and PC (USB)
- EHS function integrated for Snom phones
- Hot-Plug spare battery in base
- Three wearing styles



A150 Mini DECT Headset



One of the smallest DECT headsets
in the market place

- Long range
- Light as a feather
- Over-the-Ear wearing style



OUR PARTNERS

Certified on the most important VoIP platforms



Thank you for your time!

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