



# WP820

## Enterprise Portable Wi-Fi Phone

# AGENDA

---

1

PRODUCT OVERVIEW

2

HANDSET DESCRIPTION

3

INTELLIGENT GESTURE CONTROL

4

PUSH-TO-TALK

5

ROAMING & MOBILITY

6

BATTERY CHARGING

7

QUESTIONS & ANSWERS

We Are VoIP Supply

## Join Our Team



## Become a VoIP Supply Partner

- Exclusive Pricing Through VoIP Supply!
- Opportunity Support – Consulting & Solution Design



*Joe Shanahan*  
*Senior VoIP Consultant*  
*(866) 583-0920*  
*[jshanahan@VoIPSupply.com](mailto:jshanahan@VoIPSupply.com)*



We Are VoIP Supply

# Reseller Benefits



Since 2002 VoIP Supply has delivered unparalleled service and expertise to over 125,000 customers worldwide.

## **NEW VoIP Rental Program**

our Device as a Service (DaaS) rental program gives your customers the widest variety of VoIP Products for a low monthly payment!

## **Hardware & Provisioning**

featuring over 60 manufacturers that offer over 16,000 products and the ability to provision for you!

## **CloudSpan MarketPlace**

a single place to shop various VoIP service providers - build up your MRR and receive discounts on hardware selling through VoIP Supply

## **Fulfillment**

provisioning and professional services from multiple warehouse locations in North America; providing real-time access to manage your projects from order through delivery

## **Refresh & Reclaim**

offering certified reconditioned devices at a fraction of the cost plus offering an outlet for selling off used and excess VoIP equipment

We Are VoIP Supply

# Reseller Portal



The screenshot shows the VoIP Supply Reseller Portal website. At the top, there is a navigation bar with the company name, a phone number (1-800-388-8647), and links for "About Us", "Blog", and "Contact Us". Below this is a secondary navigation bar with "Become a Reseller | New to VoIP", "Log In / Sign-Up", and a "Cart" icon. The main content area features a large banner for the "Rental Program" with the text: "Fast & Easy to Apply", "Approved Within Days", and "Wide Variety of VoIP Products". Below the banner is a "Welcome to VoIP Supply" section with a brief description of the company's services and a note that they have served over 125,000 customers worldwide. The page is organized into several columns: a left sidebar with navigation links like "Shop by Industry", "Brands", and "VoIP Phone Services"; a central area with "Featured Brands" (Plantronics), "Featured Products" (Grandstream GXP2130 for \$89.00), and "Popular Categories" (SIP VoIP Phones); and a right sidebar with "Our VoIP Experts" (Tom Ulling) and "Customer Feedback". The footer contains the company logo, address (80 Pinetree Dr Amherst, NY 14228), an email sign-up form, and social media icons.

We Are VoIP Supply



## Reseller Advantage



*Are you struggling to be competitive in the marketplace?*

VoIP Supply has partnered up with some of the top service providers to offer you a program you won't be able to find anywhere else!

Here are just a few key features:

- Earn High Residuals
- Equipment Discounts
- Expert Extended Sales Team - Combined experience of 50+ years



*By partnering with us, you will be able to grow your business and strengthen your position in the marketplace.*





## Introducing WP820 Product Overview

- ❑ Equipped with 2.4" LCD
- ❑ Dual-band Wi-Fi with advanced roaming support
- ❑ HD Voice and dual MIC design with noise shield technology
- ❑ 2 SIP Accounts, 2 Lines
- ❑ Android 7.0 operating system allows customized android apps for the WP820's screen/keyboard
- ❑ Built in accelerometer, panic button, push-to-talk
- ❑ 7.5 hour talk time, 150 hour standby time
- ❑ 3-way audio conference calls





# Introducing WP820

## Handset Description







## Features Highlights

### Intelligent Gesture Control

1

Double tap to mute / unmute calls



2

Flip handset to reject a call





# Application & Deployment Scenarios

## Push-To-Talk



Push and hold PTT to page

- PTT
- Default mode
- Select channel
- Default: Channel (1)
- Recently: Channel (1)
- Emergency (25)
- Priority (24)
- Settings
- Back

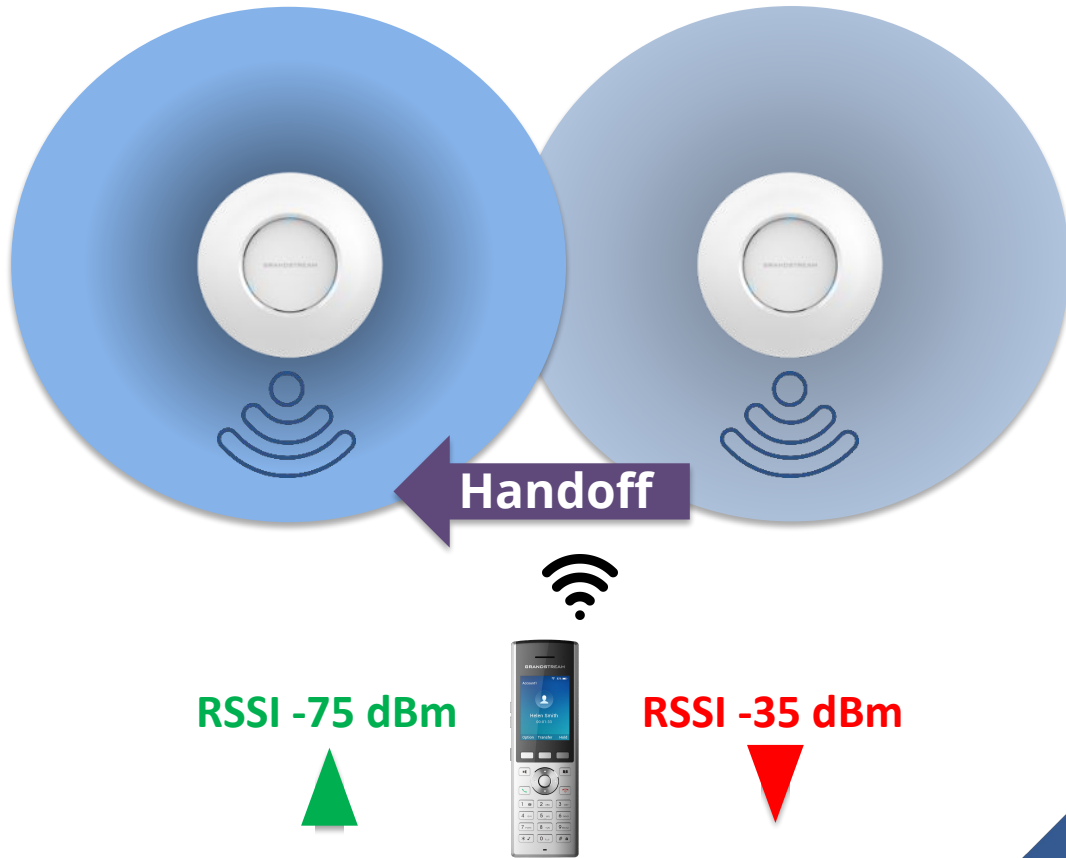




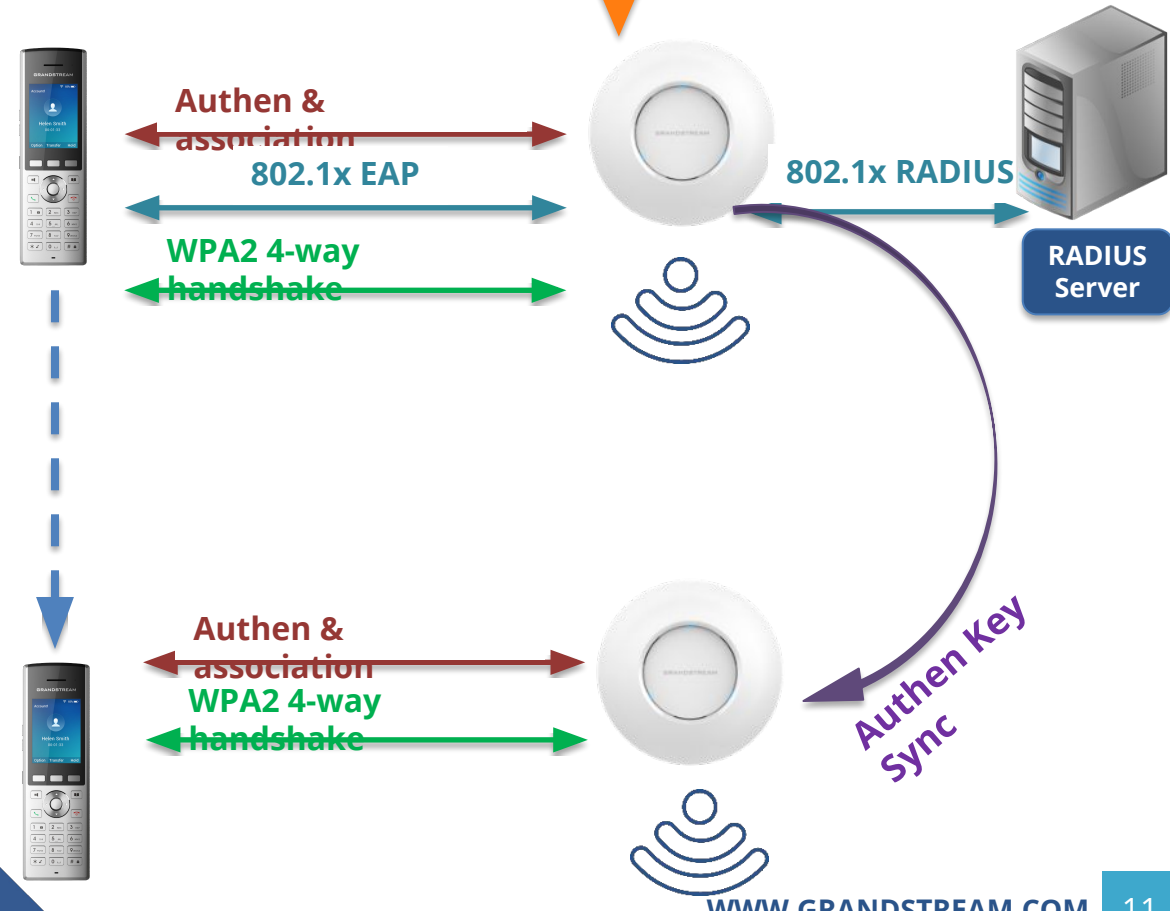
# Application & Deployment Scenarios

## Seamless Roaming

### Received Signal Strength Indication (RSSI)

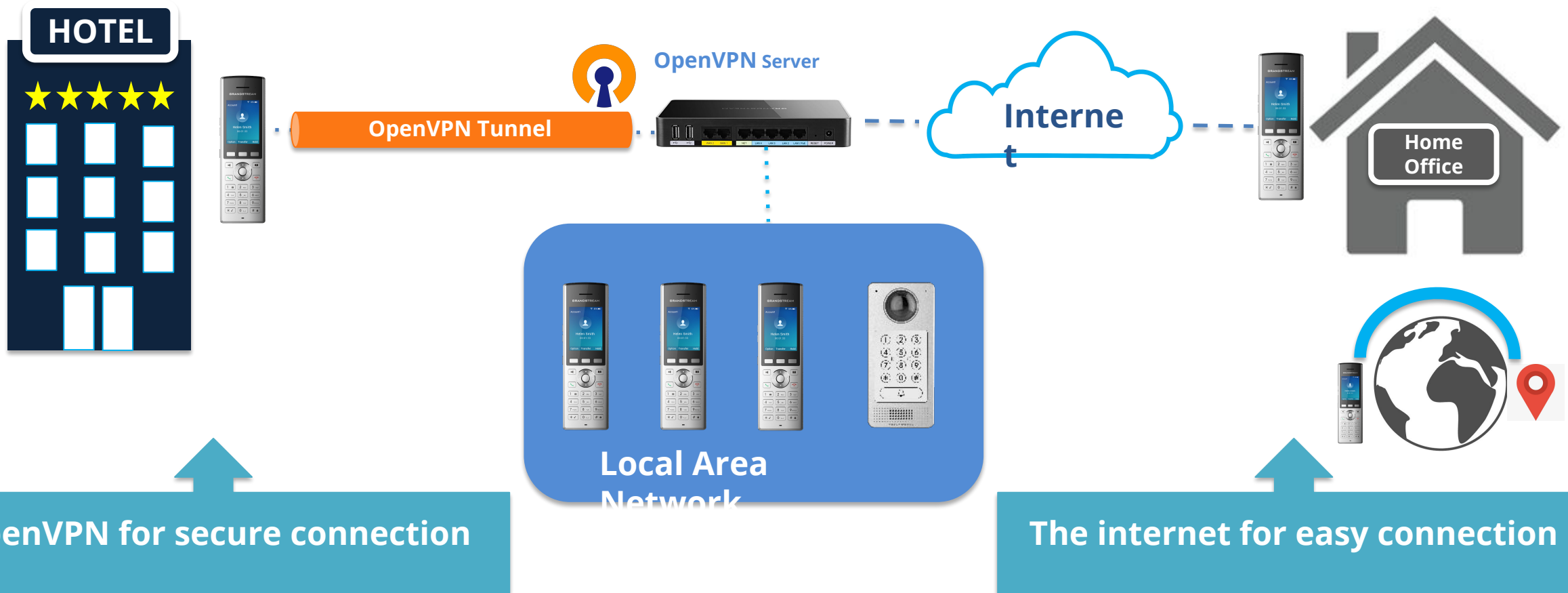


### Opportunistic Key Caching (OKC)





# Mobility Remote Connection





## Battery Charging Charging Methods



⇒ Charge from the base

⇒ Charge from GMC08

⇒ Charge via Micro USB cable







## GMC08

### Mobile Technology Battery Charger

- ❑ Grandstream battery charging pack for our mobile telephony products
- ❑ 8 independent slots for Lithium Ion batteries
- ❑ Capable of charging or discharging multiple batteries simultaneously
- ❑ Three settings for air shipment, storage capacity control, and full charge
- ❑ Over-voltage, over-charge, over-current, and short-circuit management





## Wi-Fi Phones Competition Comparison

	WP820	Spectralink 8440	Unidata Incominc ICW-1000G
<b>Lines/SIP Accounts</b>	2 lines, 2 SIP accounts	6 line appearances	1 line / 1 SIP account
<b>Screen</b>	2.4 inch (240x320) color LCD	2.2 inch (240x320) color LCD	2.4 inch (240x32) color LCD
<b>Keys</b>	Backlit keypad, 3 softkeys, dial, hang-up, speakerphone, phonebook, directional pad, volume up/down, push-to-talk/panic button	4 soft keys, home, back, call, end call keys, directional pad, volume up/down, push-to-talk, panic	Send, end, cancel, directional pad,
<b>Audio</b>	HD audio on the speakerphone and handset	Full-duplex HD audio, no speakerphone	Speakerphone
<b>Voice Codecs</b>	G.711, G.729, G.722, iLBC, Opus, in-band & out-of-band DTMF	G.711, G.729, G.722, G.722.1	G.711, G.729, DTMF
<b>Bluetooth</b>	Yes	Yes	No
<b>Ports</b>	3.5mm headset jack, Micro USB (charging)	2.5mm headset jack, MicroUSB (charging)	2.5mm headset jack, mini-USB (charging)
<b>Battery</b>	Rechargeable 1500mAH battery, 7.5 hour talk time, 150 hour standby	Battery and charger purchased separately. 12 hours talk time, 120 hours standby	Rechargeable 1100mAH battery, 14 hours talk time, 150 hours standby
<b>Push-to-Talk</b>	Yes (programmable as push-to-talk, panic)	Yes	No
<b>Durability</b>	Drop-safe from 1.2 meters	Drop-safe, IP-64 Ingress protection	N/A
<b>Phonebook size</b>	500 contacts, call log up to 100 calls	100 contacts, minimum 20 logs	500 contacts, call log up to 100 calls





# GRANDSTREAM

CONNECTING THE WORLD

**Live Demo**

We Are VoIP Supply

# Questions & Thank You



@VoIPSupply



(800) 398-8647 | [VoIPSupply.com](http://VoIPSupply.com)

Let's Build a Strong Partnership

---