



SOLUTIONS FOR EVERY SITUATION



A compiled report showing how various Konftel units help businesses communicate.

KONFTEL PRODUCTS ARE
DISTRIBUTED AT:



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FONTTEL IS A WHOLESALE DISTRIBUTOR OFFERING A FULL LINE OF
HIGH QUALITY VOICE AND DATA PRODUCTS AT A COMPETITIVE PRICE.



CONFERENCING IS CONVERGING: 3 REAL-WORLD BUSINESS SOLUTIONS

Your customers have employees and clients using a mix of communications systems, from anywhere and everywhere. How can you deliver a seamless experience?

From a technology perspective we see that traditional phone and video conferencing is merging with mobile in flexible software and cloud-based solutions. Users experience that the borders are blurring as specific classifications for audio, video and web conferencing are becoming less relevant.

Despite this there is still no single conferencing solution that caters to all the diverse customer requirements. That is reflected in our approach here at Konftel – that a broad range of conferencing tools and services is needed. Recognizing that we have unique needs based on how and where we work – and the kind of infrastructure we have access to – is essential for productive meetings.

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Page 4 ... Scania - a global truck manufacturer that connects almost 40,000 employees across 100-plus countries. IP-based telephony is important and the Konftel 300IP ensures superior audio quality.

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More efficient meetings across the USA

“Konftel has really lived up to our high expectations. Its conference phones are robust, easy to use, deliver fantastic sound and on top of that they look amazing. “Konftel 300Wx is at the heart of our conference call solution. It integrates effortlessly with everything from Skype for Business to analogue and cell phone calls”, says Randy Miller, Head of IT and Media at Olsson Associates’ regional office in Kansas City, Missouri, USA.

Olsson Associates is a nationally recognized engineering and design firm that employs almost 1,000 people across the USA, creating and delivering infrastructure projects for the public and private sectors from planning stage to completion.

“Remote meetings are an important and natural part of business life for our consultants. They can work from everywhere: home, at the construction site, with customers and of course at the office. Our conference room is basically always booked, which is why it’s important to have technical equipment that is easy to use”, explains Randy Miller.

I have never had a single complaint since we started installing Konftel’s solutions.

Randy Miller,
IT and Media, Olsson Associates

IRRITATING PROBLEMS A THING OF THE PAST

He recalls a number of irritating problems they had with previous conference phones.

“The sound wasn’t always that good and there were a number of other issues so I decided to try something else. I chose Konftel 300Wx and the portable Konftel 55Wx. I’ve been doing this for 15 years and I must say I am pretty overwhelmed. A key detail is how user-friendly these phones are, despite their high level of technical specifications. Our consultants already have plenty of other things on their minds so it’s great they only need to push a button to get started. It’s pretty much plug and play.

“And that’s the way it is with Konftel! I haven’t had a single complaint since we installed Konftel in the offices I work with”.

STRICT TRAVEL POLICY

Olsson Associates has some 30 offices in seven states, primarily in the Midwest. It always has a number of projects being run simultaneously by experts spread throughout the company. That's why trips and meetings are a necessary part of the process and can sometimes even lead to having to charter the company's own airplane.

"We have a strict travel policy and within IT and Media it's our mission to constantly improve communication between our various offices. By cutting down on trips we save money and even more importantly time. We're building a shared database so that our experts have access to information about projects they are working on regardless of where they are in the country. Of course the conference telephone is also an important and flexible work tool, often used in combination with Skype for Business".

KONFTEL 55WX – A PORTABLE COMMUNICATIONS HUB

Randy Miller also sees exciting new possibilities with the portable Konftel 55Wx.

"Right now I'm putting together a portable 'conference kit' built around the flexible Konftel 55Wx, which acts like a hub for wireless microphones, speakers and cell phones. When someone's out in the field and needs to make a presentation or hold a meeting it's often difficult to know what technical equipment they'll have access to. But with Konftel's superb Bluetooth function they can connect wirelessly to pretty much any device and conduct their presentation or meeting with great sound quality".



"Konftel has really lived up to our high expectations. Its conference phones are robust, easy to use, deliver fantastic sound and on top of that they look amazing". Randy Miller, IT and Media at Olsson Associates

PRACTICAL RECORDING FUNCTION

"I have also noticed that staff with legal questions on the agenda appreciate Konftel's ability to record conversations to an SD memory card. In-depth meetings and discussions are saved and can be analyzed afterwards", says Randy Miller.

"It's the future to integrate communication into the IT environment. The great thing about Konftel's 300Wx is that it doesn't really matter what type of sound is coming in; analog, mobile or VoIP. It connects conversations and delivers amazing sound regardless of where the calls come from. As someone responsible for IT I just love these kinds of products! In my job I often get feedback when things don't work but in the case of these phones it's been really quiet. That can only mean these conference phones are doing their job", says Randy Miller.

Equipment:

- Number of different telephony solutions right now. Migrating to VoIP.
- Konftel 300Wx and Konftel 55Wx.
- Cell phones, analog and VoIP, computers (with Office 365, Skype for Business).

Key benefits for Olsson Associates:

- Fast installation and ease of use.
- Works in most technical environments.
- Amazing sound quality.
- Portable and easy to take with you.

Om Olsson Associates

Olsson Associates is a nationally-recognized engineering and design firm that creates public and private projects throughout the United States. The company was founded 1956 by John E. Olsson 1956. Olsson Associates offer comprehensive design and consulting services in water/wastewater, water resources, land development, landscape architecture, urban planning, environmental resources and compliance, transportation, technology, municipal, geotechnical, and mechanical and electrical. The firm employees almost 1,000 people at 28 offices in seven states. Olsson Associates is employee-owned through a stock bonus program and Employee Stock Ownership Plan (ESOP). More information: www.olssonassociates.com



Scania has a stand-up meeting on the shopfloor

The Swedish truck manufacturer, Scania, has a workforce of about 39,000 employees and operations in more than 100 countries.

"Efficient virtual meetings are important to our way of working, in both our production processes and other business activities. Our demands for performance and quality are therefore high when it comes to communication solutions," says Robert Beiron, Global Manager for Scania's telephony services.

The telephony system that Scania has installed in Sweden and several other European countries has been completely IP-based for some time now.

"The Scania Production System, which can be compared with the Lean principles, means that we are continuously working towards the elimination of waste and building an approach to accountability that is smart and decentralised. Key to this is ensuring that everyone is well informed, which is why we have special meeting rooms in the production facilities equipped with Konftel conference phones and microphones suspended from the ceilings. This allows us to hold quick, daily, stand-up meetings where we can bring each other up to speed on what's happening in the facility and between the various departments and plants around the world," Robert Beiron explains.

*There's no time for technical problems
– everything should just work.*

Robert Beiron, Global Manager Scania

IN PRODUCTION AREAS AND OFFICES

Scania's production areas and office spaces have been designed to enable meetings to be conducted simply and efficiently. 40 per cent of the 11,000 people employed at Södertälje work in areas other than actual production.



"Konftel has a versatile range of models that are a good match for our IP-based telephony system." Robert Beiron, Global Manager for Scania's telephony services.

"We work in open-plan offices with access to lots of quiet rooms and small and large conference rooms where we can hold meetings. These are equipped with Konftel devices, which means you can launch straight into a remote meeting with as many attendees as you like. I've no idea how many remote meetings take place every day, but as they are an integral part of Scania's way of working, they're going on pretty much all the time. We use different models of Konftel conference phones based on local needs," Robert Beiron says.

LYNC MEETINGS AND SHARED DOCUMENTS

Scania has a strict travel policy. Alternatives to travel must be used first. As well as the cost-saving aspects, there are benefits to employees as they are not wasting time travelling and are closer to home at the end of the day.

Use of Lync for meetings is rapidly growing. There is less risk of misunderstanding if the image on everyone's screen is the same.

"The whole point is being able to share documents. Discussing a presentation or document is much simpler when everyone is looking at the same thing. However,

we rarely use the camera to transmit live images in real time. It uses too much bandwidth and slows the overall transmission speed. Sitting looking at one another during a meeting doesn't serve much of a practical purpose either."

GOOD AUDIO QUALITY IS IMPORTANT

A Konftel is connected during Lync meetings to enhance the quality of the audio. Meetings with attendees from Hong Kong, Kolar in India and Södertälje in Sweden, for example, can pose some linguistic challenges and that's why it's extremely important to ensure superior audio quality. Remote meetings via Lync can be compared to regular conference telephone meetings, plus you have the computer as a fast source of images.

"In conclusion, you could say that efficient and effective meetings are part of everyday life for most people at Scania. Our technological solutions are highly streamlined and we give thorough consideration to changes before implementation. There's no time for technical problems. We expect everything to work exactly as it should when the operators push the button," Robert Beiron comments.

Equipment:

- IP-based telephony (Sweden and parts of Europe)
- Konftel 55W, Konftel 300, 300M and 300IP (several hundred)
- Mobile phones, system phones and computers (with Lync)

Important to Scania:

- Simple integration between IP systems and other equipment
- Quick start-up and easy operation
- Superior audio quality because of large distances and different languages
- Ability to share technical specifications and other documents

About Scania

Scania was founded in 1891 and is one of the world's leading manufacturers of heavy trucks. Scania is represented on all continents. The company has some 39,000 employees across the world. Its largest facilities are located at Södertälje (Sweden) and São Bernardo do Campo (Brazil). Scania is best known for its heavy trucks weighing over 16 tonnes. It also manufactures buses and marine and industrial engines, and provides service and financing solutions.

The company's head office and development centre are located in Södertälje. Scania is a public limited company whose shares are listed on the Stockholm Stock Exchange. It has production facilities in Sweden (Södertälje, Oskarshamn, Luleå) and Argentina. Its truck assembly plants are located in Södertälje, Angers (France), Zwolle (the Netherlands), St Petersburg (Russia) and São Bernardo do Campo (Brazil). For more information, please visit: www.scania.com



Privacy is crucial

The National Association of Noah's Ark (Noaks Ark) provides information, psychotherapy, counselling and social activities for people living with HIV and for their loved ones. Noah's Ark has nine centres across Sweden and we have met the Operations Manager for the Småland and Halland regions, Elli Mokus.

“Privacy, anonymity and respect are very important when interacting with our clients. Coming to see a therapist is often a major step. Fairly often, we meet people who speak a different first language and we then need the assistance of an interpreter. For reasons of privacy, it is preferable that the interpreter is a disinterested third party and is not present in the meeting room. A Konftel 300Wx makes it possible for the interpreter to work from another location. This eliminates a cause for concern but still enables us to work confiden-

tially and understand one another,” explains Elli Mokus, who is a qualified therapist in CBT and a social scientist.

The experience of using remote interpreters has been good. Elli travels extensively and conducts meetings and sessions in different locations throughout the

The speakerphone capability of a mobile phone simply cannot be compared with that of a proper conference phone. The audio quality of the calls is completely different.

provinces of Småland and Halland. She also therefore has access to a small Konftel 55, which is easy to carry around and connect to a mobile phone.

“Before I got the Konftel, I would use the speaker on my mobile phone. However, the audio quality was not good, which means there is a risk of misunderstanding. The speakerphone capability of a mobile phone simply cannot be compared with that of a proper conference phone. The audio quality of the calls is completely different. It is difficult enough conducting a therapy session via an interpreter without the hassle of having to deal with technical issues,” Elli remarks.

TRUST AND CONFIDENCE ARE ESSENTIAL IN A THERAPY RELATIONSHIP

As a therapist, Elli Mokus has many years of experience working with people who find themselves in a state of emotional overwhelm.

“Finding out that you have HIV can often lead to a psychological crisis. As well as your own anxiety, you have to contend with the worry of your loved ones. The anguish is sometimes caused by not knowing how to tell family and friends.

“Our initial focus is on building trust and confidence. Those who come to Noah’s Ark should feel that they are safe with us and can trust our personnel. The need for an interpreter can sometimes be a detail that creates a barrier. Our clients may have come into contact with interpreters in their home districts in other contexts and, if that’s the case, they most certainly do not want to meet them when they come to us. Konftel has enabled us to overcome this problem using remote interpreting,” Elli explains.

LIVE A GOOD LIFE WITH HIV

She points out that there is widespread ignorance about HIV, sometimes even among health professionals. Alongside its psychosocial support programme, Noah’s Ark’s information activities are thus a key part of its initiatives.

“Here’s a fact that lots of people don’t know: These days, HIV is considered a chronic disease and it is possible to live a normal and fulfilling life with HIV. Thanks to today’s drug treatments, which are free in Sweden, HIV-positive individuals have a normal life expectancy. As a therapist and operations manager, Elli Mokus’ work



“The Konftel 55 is easy to take along when you’re out and about. When I need the services of an interpreter during a therapy session, I connect the conference device to my phone,” says Elli Mokus, who is a therapist in CBT and Operations Manager at Noah’s Ark in Småland and Halland, Sweden.

keeps her busy with well-filled days and numerous trips. Since resources are relatively limited, she and her staff have to cover a large district.

GOOD TOOLS MAKE LIFE EASIER

“One of my key tools is the mobile phone, which I use for different forms of counselling and administrative purposes. I’m often away from the office. That’s when it’s useful to have the Konftel 55 with me as I can connect it to my mobile phone, if need be. We also have a Konftel at the office that my colleagues can use. And we don’t just use the Konftel for therapy sessions. As we are a nation-wide organisation, we hold virtual meetings at regular intervals and good audio quality is obviously appreciated when interacting remotely.

Equipment:

- Konftel 55W
- Konftel 300Wx
- Mobile phones and fixed-line analogue phone

Important for Noah’s Ark:

- Client privacy and trust
- Ease of use
- Portable design
- Superior audio quality because of different languages

About Noah’s Ark

Since its inception in 1986, the National Association of Noah’s Ark (Noaks Ark) has been helping to prevent HIV and providing support to people living with HIV and to their loved ones. When it began, Noah’s Ark was the first organisation in Sweden to work for the prevention of HIV and to support infected individuals, patients with the illness and their family and friends. Noah’s Ark disseminates information via local associations and conducts educational and training programmes for the general public and professionals. It provides psychosocial support, counselling and social interactions by offering respectful and supportive meetings.

Noah’s Ark has nine branches across Sweden: Luleå, Umeå, Sundsvall, Gävle, Stockholm, Norrköping, Växjö, Gothenburg and Malmö. More information: www.noaksark.org

Product guide



We at Konftel were the first on the market with a conference phone in the late 80's and today we offer a broad portfolio of conference phones and conference devices. From our long history we have learned that there is no "one size fits all" when it comes to conferencing.

Situations


























	Konftel Ego	Konftel 55	Konftel 250	Konftel 55Wx	Konftel 300Wx	Konftel 300	Konftel 300IP	Konftel 300IPx
Up to 4 people	●	●	●	●	●	●	●	●
Up to 12 people		●	●	●	●	●	●	●
Up to 20 people*			●	●	●	●	●	●
More than 20 people**						●	●	●

NEW

* Expansion microphones recommended ** With PA Interface box


Connections

 HD-sound when network supports it

	Konftel Ego	Konftel 55	Konftel 250	Konftel 55Wx	Konftel 300Wx	Konftel 300	Konftel 300IP	Konftel 300IPx
 TDM AND IP DESKPHONES		 HD*		 HD*				
 USB	 HD	 HD		 HD	 HD	 HD		 HD
 CELL PHONE WITH CABLE		 HD*		 HD*	 HD*	 HD*		
 BLUETOOTH DEVICES	 HD			 HD				
 DECT					 HD			
 SIP					 HD***		 HD	 HD
 ANALOG			●		●**	●		


* Accessories required for connection ** Model with analog DECT base *** Can be integrated with Konftel IP DECT 10 or SIP DECT bases from a third party

Features

	Konftel Ego	Konftel 55	Konftel 250	Konftel 55Wx	Konftel 300Wx	Konftel 300	Konftel 300IP	Konftel 300IPx
OmniSound®	●	●	●	●	●	●	●	●
UC-compatible*	●	●		●	●	●		●
Web based configuration							●	●
Battery-powered, battery included	●			●	●			
Charging cradle					●			
Power over Ethernet							●	●
Touch screen		●		●				
Menu: Time, date, language selection etc.		●	●	●	●	●	●	●
NFC (easy Bluetooth® pairing)	●			●				●
Support for Konftel Unite app								
Music streaming in HD (A2DP)	●			●				
Record to SD memory card		●	●	●	●	●	●	●
Conference guide			●		●	●	●	●
Can bridge connections		●		●	●	●	Buildt-in bridge for 5-way calls	Buildt-in bridge for 5-way calls
Connection for headset	●	●		●		●**	●**	●**
Free software upgrades	●	●		●	●	●	●	●

* Connects with USB to devices in an Unified Communications platform, i.e. Skype for business, Cisco Jabber, Avaya ** Modular 4/4

Accessories (item numbers)

	Konftel Ego	Konftel 55	Konftel 250	Konftel 55Wx	Konftel 300Wx	Konftel 300	Konftel 300IP	Konftel 300IPx
Mobile cables		konftel.com/Support/MobileCables		konftel.com/Support/MobileCables	konftel.com/Support/MobileCables	konftel.com/Support/MobileCables		
Adapter for desk phone		900102126		900102126				
DECT base station (analog)					900102128 (included in item no. 840101077)			
Konftel IP DECT 10 (SIP DECT base)					840102132			
Expansion microphones			900102113	900102113	900102113	900102113	900102113	900102113
PA Interface box						900102087	900102087	900102087
Remote control						900102123		
Konftel Unite								

Visit konftel.com/Products/Accessories to read more about our accessories.



KONFTEL UNITE

- One touch conferencing

