



# COMMS NEWS SPRING '06

from Datasharp Telecom

**W**elcome to the Spring edition of Comms News from Datasharp Telecom. As usual, there is never a dull moment in the world of telecoms with new developments emerging every month. Voice over Internet Protocol or VoIP continues to dominate the news, so we have a new low cost VoIP adapter that we are currently promoting which adapts any existing telephone system to create VoIP capability. Please see further details below along with information on several other products and solutions. We are currently doing a special on the market-leading wireless Plantronics headset and are giving away 1 FREE if you buy 3. How about Polycom's wireless conference call station which can be easily moved to wherever you want to hold a conference call? There is also a great customer relationship management (CRM) software solution called Goldmine which is such a work of genius in its capabilities. We love it so much that we use it ourselves in the office and couldn't really live without it. Hope you see something you like and look forward to hearing from you.

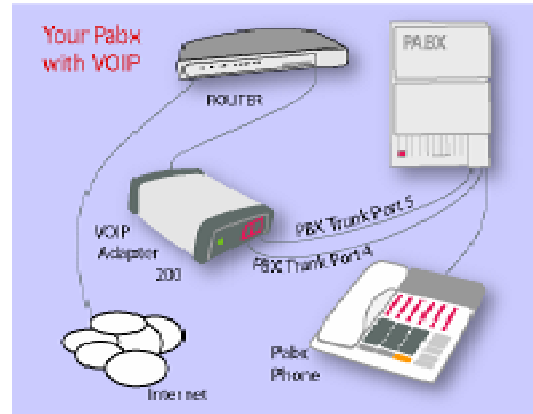
Best wishes

Managing Director

## LOW COST VoIP SOLUTIONS FROM DATASHARP TELECOM

- Convert your existing telephone system to VoIP from only £219
- Join 2 separate telephone systems from only £474
- Set up a remote extension for a home worker from only £399

The VoIP Adapters KVA300 and KVA200 are one of the world's most sophisticated. Pre-configured with over 800 settings so they will work for you without the hassle of you setting them up.



Who could benefit from VoIP adapters?

- Businesses with two or more sites with regular inter-site calls.
- Businesses where people work from home all or part of the time.
- People looking to make savings on international calls

Please contact us for further information.

## PLANTRONICS CS60 WIRELESS HEADSET

Wireless headset with noise cancelling microphone



With a headset you can speak and write at the same time or use your computer keyboard.

With a wireless headset you can also get up, fetch a file, walk off to the stockroom or anything else whilst still talking.

**£190 each or SPECIAL OFFER PACK of 4 for the price of 3 \*\*\*SAVE £190\*\*\***

## POLYCOM WIRELESS SOUNDSTATION 2W



Wireless freedom – SoundStation 2W offers complete wireless freedom, allowing you to hold a conference call wherever and whenever you want. Signals from the base station (plugged into an analogue telephone jack) are transferred

up to 45 metres to the conference unit. The unit's rechargeable battery offers up to 12 hours talktime and up to 80 hours standby time so being without power will never be a problem. The portable charger allows continued operation wherever power is available.

- Full duplex system
- Proven secure wireless 2.4Ghz WDCT and GAP technology with voice encryption
- Cordless up to 45 metres from base station
- Up to 12 hrs talk time, 80 hrs standby
- Mobile phone connectivity(separate cable)
- Easy to use and install
- Connects to any analogue line or extension
- Investment protected upgradeable software through mini-USB port
- Portable console charger
- Can be used whilst on charge

**Polycom SoundStation 2W**  
**Our Price £399** RRP £549

*We are also doing an expandable version of this product allowing the use of additional microphones. Please contact us for further information.*

## CUSTOMER RELATIONSHIP MANAGEMENT (CRM)

In today's complex business climate, it's hard to manage customer relationships. The daily flood of e-mail, phone calls, documents and unexpected appointments keep your team from its real job (selling); your customer information is locked away on someone else's laptop; and there's



never time to follow up on those hot new leads.

You need GOLDMINE Business Contact Manager, a practical solution that helps you and your team manage customer information and communicate more efficiently anywhere, anytime. GOLDMINE is the affordable, team-based customer management solution that will help you gain control of your customer relationships, and boost overall revenue by delivering a complete business solution with sales, marketing and client retention automation. And best of all, GOLDMINE is easy to install and easy to use, so it starts working for you right away. Please call us for further information.

## CUSTOMER NEWS

Each newsletter we talk about a selection of completed projects for some of our customers. Our selection for this issue is:

### THE CROSS KEYS PRACTICE

A Doctors' surgery practice with sites at Chinnor and Princes Risborough has installed *Nortel Networks BCM50* telephone systems at each site linked together using the latest Voice over IP (VoIP) technology resulting in free desk-to-desk calls between the sites.

### ETHIMEX

Ethimex Ltd specialise in "the worldwide trading of bulk ethanol of beverage, industrial, raw and fuel grades". To avoid any misinterpretation of verbal order requirements, we have installed the *Oak ProVoice* telephone conversation recording system so that they can always refer back to a call should there be any dispute as to what was said.

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