TOSHIBA

Strata® DK
Sales Bulletin

Announcing the PBXibitor

We are very pleased to announce an exciting new sales tool. The COMVURGENT PBXibitor gives your sales people the demo power and portability they have been wishing for.
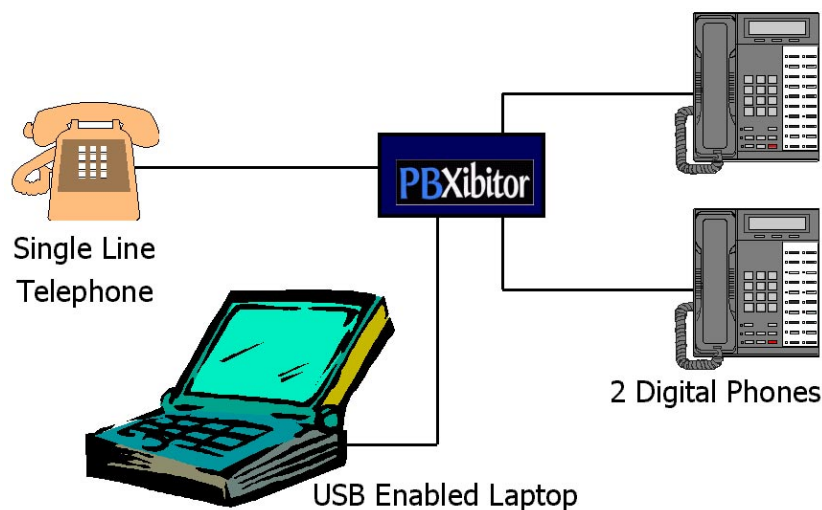
The PBXibitor enables you to demo the Strata DK business telephone system and Stratagy voice processing system all from your laptop or portable PC connected to three telephones.

Unlike the conventional demo kit, no heavy telephone system or voice processing system is required —just your laptop and telephones.

The power of your laptop or portable PC will enable you to present your company and Toshiba communication products with a high-tech, multi-media presentation that will be the envy of your competition.

Description

The PBXibitor is comprised of a small (5" x 3" x 1") Universal Serial Bus (USB) connector device with cables (shown below) and Microsoft® Windows® 98-compatible software that runs on a portable or laptop PC. The PBXibitor allows the PC to drive two Toshiba digital telephones and one single line analog telephone directly, with no Strata DK system connected at all.

Toshiba America Information Systems, Inc.

The PBXibitor software on the PC emulates most of the features of the Strata DK business telephone system and Stratagy voice processing system. This enables the sales person to give a professional operational feature demonstration.

The analog single line telephone is used to simulate outside calls coming into the Strata DK. The two digital telephones can answer calls and demonstrate feature operation.

In addition, an RS-232 port on the PBXibitor device enables you to drive PC-based peripherals directly.

Detailed below are just some of the reasons the PBXibitor is superior to a traditional PBX demo kit.

Makes Calls as if Connected to a Strata DK System

The PBXibitor drives two Toshiba digital telephones that act as if they are connected directly to a Strata DK system. It is possible to make calls, answer, talk, transfer, use speakerphones and perform all of the most important features of the Strata DK from the digital telephones. It is capable of showing incoming and outgoing call types, such as direct DID calls with caller ID, Hunt Group calls, and combinations of "real life" incoming or outgoing call scenarios. ACD and ACD Supervisor calls will be supported in a future release.
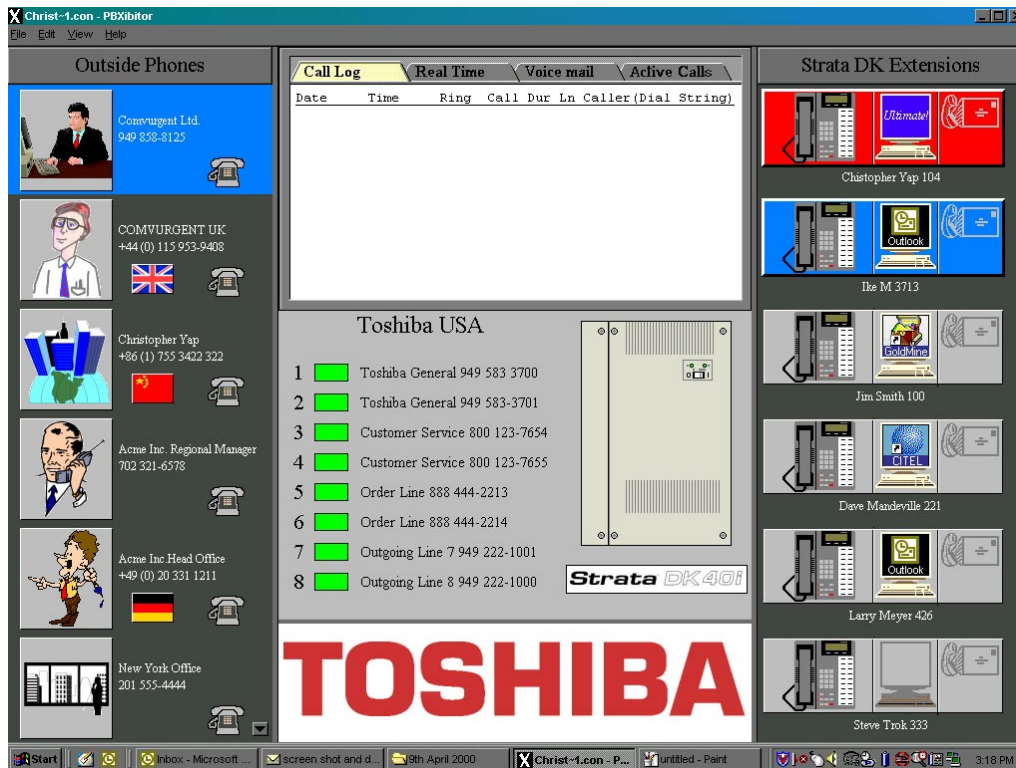
The PBXibitor also drives a single line telephone to emulate a wide number of external caller scenarios. It is possible to call the single line telephone (the PBXibitor device includes a ringer) and answer as if it were any telephone connected to the public telephone network. It is no longer necessary to carry a cumbersome Strata DK demonstration unit to simulate either simple or complex features to a potential customer.

Considerably Smaller and Lighter

The traditional Strata DK demonstration kit is actually a telephone system inside a carrying case. It is larger and heavier than the PBXibitor and can be more easily damaged in transit. The PBXibitor equipment is considerably lighter, smaller, and just as robust as the traditional PBX demonstration kit. With the PBXibitor, all of your demonstration equipment can easily fit into a standard brief case. Now that's portability!

Easier to Configure and Customize

The design of the PBXibitor makes it easy to configure. Minimal PC knowledge is required to configure what would otherwise be complex demonstration scenarios with a conventional demo kit. It is easy for the sales person to configure and customize different demonstration routines for individual potential customers and store and retrieve them with a simple click of the mouse, or even pass customized demonstrations to other PBXibitor users.

Demonstrate Strata DK, Stratagy Voice Processing, and Custom Applications

The PBXibitor is not limited to showing only the features of the telephone system. The PBXibitor can show the main features, of all of the connected peripherals including:

♦ Voice Mail - Use the PBXibitor to demonstrate how unanswered calls are transferred to the Stratagy voice mail, leave real voice mail messages and show how Message Waiting is displayed on the digital telephone. You can also show how messages are retrieved and managed by the Stratagy voice mail system.

♦ Call Logging - Show how the Strata DK call logs are compiled into reports on your chosen call logging software.

♦ Other Peripherals - Customizing the PBXibitor is easy. Use it to show and integrate with other peripheral applications.

Easily Upgradeable with the Latest Innovations

You can keep your demo up-to-date with optional software upgrades that ensure your equipment includes the latest innovations from Toshiba.

Every quarter, COMVURGENT releases a new, optional upgrade that can be delivered on CD-ROM or over the Internet. You will never have out-of-date demonstration equipment or information again!

A future upgrade will even enable you to connect the PBXibitor digital extensions to a live Strata DK system over the Internet.

The first release of the PBXibitor includes all the basic features of the Strata DK and Stratagy Voice Processing.

Future upgrade releases will add features such as Unified messaging, CTI, and ACD.

A future version of the PBXibitor will also be available for the Strata CS Communication Server system.

Download a Variety of Effective Demonstration Scenarios

As part of our regular update service, we will be delivering a suite of demonstration scenarios for different types of vertical market businesses. This will ensure your PBXibitor is showing the very best that Toshiba products offer for each vertical market segment such as hotel/motel, call center, etc.

Check the COMVUGENT web site at www.comvurgent.com to register for information updates and find lots of valuable information about the PBXibitor.

Your sales people will look very professional with a completely pre-configured, sophisticated, yet easy demonstration routine tailored precisely for their customers.

PC Requirements

The PC is dealer supplied. The recommended minimum PC requirements are as follows:

♦ Pentium 266 Mhz processor

♦ 33 MB RAM

♦ 20 MB of available hard drive space

♦ 1 USB port

♦ Windows 98

♦ Optimum screen resolution 1024x768.

Pricing

The COMVURGENT PBXibitor is very cost effective. It is priced well below the cost of a Strata DK40i demo system kit. See the new *Strata DK Authorized Toshiba Dealer Price Book* for details. The new *Strata DK Authorized Toshiba Dealer Price Book* is available on FYI Internet under Strata Systems/Dealer Pricing/Strata DK Authorized Toshiba Dealer Price Book.

Documentation

The following documentation is available to support the installation and use of the PBXibitor:

♦ A printed User Guide is available from COMVURGENT. The User Guide is also available on the CD-ROM.

♦ The PBXibitor brochure is available from COMVURGENT.

Availability

The PBXibitor is scheduled for availability next month. Orders for the PBXibitor can be placed beginning now.