

# The KIRK Wireless Server 600v3 in Hospital Case Study

presented by

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# Hospital Solution (SKAS) by COBS



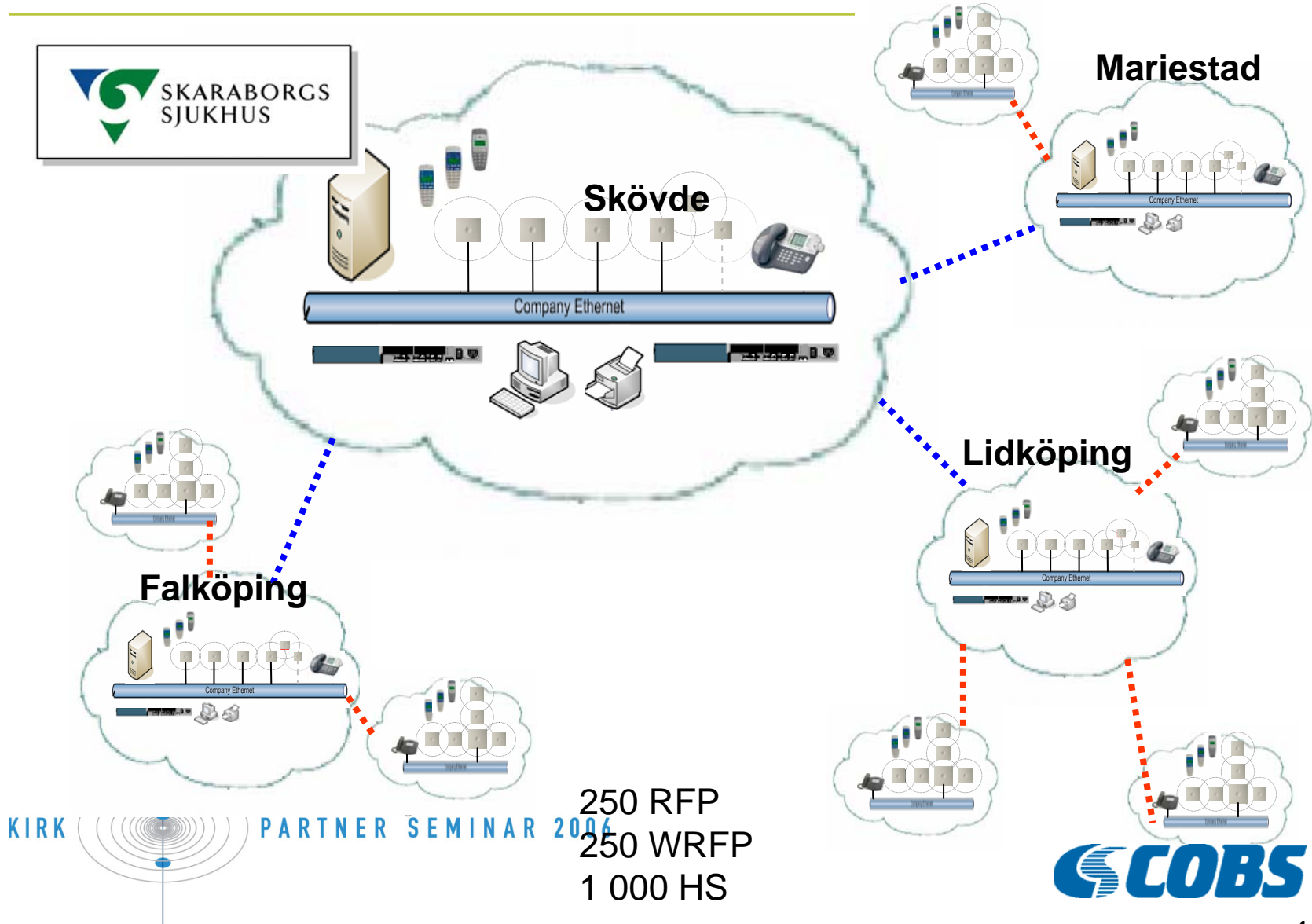
# Introducing SKAS

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- ◎ SKAS (Skaraborgs Sjukus) consists of 4 hospitals
- ◎ >7000 extensions on approx 30 sites
- ◎ All sites are connected in one IP-network
- ◎ They benefit from common functions such as IT-support, pbx-functions, building management.....
- ◎ They have common staff that rotates between the hospitals
- ◎ The decision to invest in a pure IP-Pbx solution was already done
- ◎ They wanted a modern flexible wireless solution with a large capacity
- ◎ The customer estimates that 50% of all extensions will be DECT in the future



# SKAS Overview



# Why did SKAS choose IP-DECT?

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## Key factors:

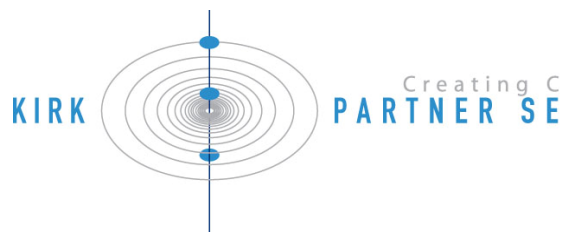
- ⊙ VoWlan could not match their needs in terms of “voice quality”, handset features and system performance among other things  
(Cisco VoWlan was evaluated and rejected in phase 1)
- ⊙ Hybrid solution was like “staying in the old world”
- ⊙ Demand for a true distributed system
- ⊙ Need for high capacity and flexible installation
- ⊙ Many satellite surroundings that also wanted to have wireless
- ⊙ Possibility to slowly phase out their invested range of “old” DECT handsets compatible with the new infrastructure, integration of approx 700 “old” Nortel phones
- ⊙ Low initial cost for small sites to get DECT



# The COBS Offer

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- ◎ A unique DECT solution based on KIRK Wireless Server 600v3
- ◎ A “secure wireless community”
- ◎ Not just “speech”
- ◎ Secure messaging solution
- ◎ Integration and “know-how” about messaging
- ◎ Help with optimizing the internal processes



# Key Selling Points

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- ◎ Dedicated “linux based” messaging server
- ◎ Broad range of handsets, all IP-64 rated
- ◎ Messaging integration
- ◎ Exact positioning “LF-based”
- ◎ Integration of SNMP notification of critical hardware
- ◎ Voice mail indication



# What has the customer achieved?

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A very flexible telephony and alarm solution utilizing the best of two worlds – DECT and IP

An installation which is very easy to expand/modify – locally and at remote sites – all integrated

All maintenance and configuration can be done from one point – which can be basically anywhere

High security and redundancy of solution

One solution for both voice telephony and for alarms and text messaging

Creating Cohesion  
KIRK PARTNER SEMINAR 2006

Highly reduced maintenance costs



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# Thank you

