

A POLYCOM WHITEPAPER

# Polycom KIRK DECT Solutions Compared to GSM Technology

Learn about the extensive range of benefits and advantages of a Polycom KIRK DECT Solution

February 2012

The international DECT Technology is a proven, reliable technology that allows for wide coverage with excellent voice quality. After a short introduction, a range of DECT benefits will be discussed and compared to the GSM technology. Lastly, the paper highlights some of the added benefits of the KIRK DECT Solution.

## The DECT Technology

DECT telephony—or Digital Enhanced Cordless Telecommunications—is a wireless standard for telephony over a dedicated, voice-only network.

In a DECT telephony system, DECT handsets access the enterprise or hosted PBX and the Public Switched Telephone Network via DECT infrastructure, which includes a DECT server, base stations, and optional repeaters.

Handsets and infrastructure connect using either the dedicated 1.8 or 1.9 gigahertz frequency bands.

A DECT wireless telephony system can be integrated into an analog or a standards-based IP PBX.

## The DECT Market

It is clear that the DECT market is strong and that DECT telephony represents growth opportunity. The DECT Technology has come to stay.

The DECT telephony market experienced steady growth for the past several years and healthy growth is projected for the future. The market forecast shows that DECT unit shipments are growing steadily and are expected to rise to more than 3.3 million by the year 2017, a compound annual growth rate of over 12%.

## Benefits of the DECT Technology

Below is a brief overview of some of the benefits of the DECT technology.

### Continuously Development

The DECT technology continues to evolve. DECT handset and infrastructure manufacturers are continually improving and upgrading their solutions to deliver more features to customers. There's also more and better integration with third-party applications that allow mobile workers to be even more productive and efficient. The DECT Forum encourages market growth by continually promoting customer and channel partner education, developing rich technical standards, and collaborating with local governments to drive growth of the technology.

### Designed for Onsite Telephony

DECT is designed for a relatively small area with a high concentration of call traffic. Whereas cellular is the opposite, it is designed for a large area with a relatively low concentration of call traffic. Put another way, the DECT technology is designed for onsite telephony and able to handle high voice traffic without compromising the voice quality.

### Excellent Voice Quality

DECT's superior range technology allows for wide coverage that delivers excellent voice quality. Dynamic channel selection and allocation ensures data streams are constantly being monitored and moved to the best channel to support the call.

### High Security

DECT provides security through exchange of subscription keys between the server and handset and authentication of the handset to the base station. DECT also allows data streams to be encrypted and with the dynamic channel selection and allocation, it becomes very difficult to sniff data as when a channel may constantly be changing.

### Interference Free

DECT offers excellent voice quality that is virtually interference free since it operates in its own dedicated frequency band. Handsets and infrastructure are not competing with other wireless devices in a crowded frequency which you may have with a GSM telephony solution.

### No Dead Zones

If a DECT solution is designed appropriately, all areas of the manufacturing facility will have coverage, which may not be possible in a cellular scenario.

### Directory

The DECT solution will integrate to your corporate directory of the entire organization. This makes it easy to dial anyone in the company from the DECT handset. Directory services can either be provided via LDAP or a comma delimited file.

### Control

In a DECT solution, management can control what numbers are called and blocked calls as needed. This means that you have completely control over call costs as internal calls are free of charge.

### Call Transfer

With a DECT solution, a phone number is accessible by your call control platform, and calls can be routed to the DECT solution handsets.

### Tracking and Management

With a DECT solution, management can track the volume of calls, the nature of the calls, and the appropriateness of the calls. With cellular it may be harder to track usage.

### Low Power Consumption

Low power consumption by the handsets maximizes battery life and delivers long talk and standby times.

### Shiftwork

For plants that have multiple shifts, the phones can be assigned to a job function, role or work space. With a cellular environment, those are more frequently associated with a single individual and are taken home nightly.

## Ownership

With a DECT solution the client owns the phone number. With a cellular solution there can be an employee satisfaction issue of “who owns the phone number”.

## Why Choose a KIRK DECT Solution

Polycom’s KIRK DECT offering is a highly professional, cost-effective, reliable wireless telephony solution built on the DECT standard, and delivers broad interoperability with a range of PBX platforms and third-party applications.

A rapid development of DECT technology combined with the modular, future-proof platform continuously adds value to customers’ KIRK communication solution.

### Ruggedness and Reliable

The KIRK DECT Handsets are designed for durability in harsh environments whereas cell phones are generally not designed for these environments, nor meet these standards. With KIRK Handsets, you can be confident that no calls are lost due to system overload. A KIRK solution has no downtime

### Cost-Effective Solutions

All KIRK DECT solutions are cost effective. Combined, the cost of handsets, infrastructure, implementation, and maintenance are more competitive when compared to other wireless solutions, including GSM. In addition, the modular, future-proof nature of KIRK solutions results in better investment protection for customers.

### Extra Security

All solutions offer secure and private communication since the DECT standard - as mentioned previously - is one of the safest technologies for wireless communication. On top of the DECT technology’s range of inherent security features like subscription and authentication, the KIRK Software Security Package is available to provide an extra level of security. This security is not available when using GSM.

## About Polycom

Polycom is the global leader in standards-based unified communications (UC) solutions for telepresence, video, and voice powered by the Polycom® RealPresence™ Platform. The RealPresence Platform interoperates with the broadest range of business, mobile, and social applications and devices. More than 400,000 organizations trust Polycom solutions to collaborate and meet face-to-face from any location for more productive and effective engagement with colleagues, partners, customers, and prospects. Polycom, together with its broad partner ecosystem, provides customers with the best TCO, scalability, and security—on-premises, hosted, or cloud delivered.

For more information, visit [www.polycom.com](http://www.polycom.com), call 1-800-POLYCOM, or contact your Polycom sales representative.

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## Vertical Application Integration

KIRK DECT solutions include third-party application integration to enable even more productivity for mobile employees. Application Programming Interfaces, or APIs, deliver additional functionality that enables mobile workers to be more efficient and productive. The applications are vertical specialized unlike the applications for GSM technology solutions.

### Avoid Inpredictable Phone Bill?

With a KIRK solution, internal calls are free and external calls are at standard network rates. Licenses make sure you know the exact cost - paid on a yearly basis.

### Low Radiation Level

Radiation from KIRK Handsets is only 0,01 Watt

### Do you pay for more than you get?

With a KIRK solution, wireless telephones are not used after hours.

## Conclusion

For businesses needing a wireless telephony solution, there is multiple advantages when choosing a KIRK DECT Solution. Most importantly is the reliable and dedicated voice, continuous technology development and application integration as well as the high professional KIRK Handsets and easy manageable KIRK Infrastructure.

