

# Strata® DK Sales Bulletin

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## Announcing Strata DK40i With ISDN

Toshiba is very pleased to announce an exciting new digital business telephone system. The Strata DK40i provides Integrated Services Digital Network (ISDN) Basic Rate Interface (BRI) capabilities rarely found in a small business telephone system, making it the most feature rich system of its type. ISDN capabilities open the door to many important new multimedia applications.

The Strata DK40i not only makes ISDN BRI available to small system users, but also provides many advanced features typically found only on larger more sophisticated systems. Features like ISDN, Multiple Directory Numbers, Tie Lines, DID, ANI, and DNIS are capabilities most small system competitors cannot provide.

### Product Overview

The Strata DK40i looks very similar to the DK40. It uses the same compact, flat-pack, wall mount design. It consists of a base KSU and an expansion cabinet. The Strata DK40i base KSU is not a modification of the DK40, but a completely new system with a new processor and motherboard. The new design accommodates connection of a new BRI card in the DK40i base KSU. The expansion cabinet is the same unit used with the DK40.

The DK40i supports the same maximum capacity as the DK40: 4 CO lines, 8 digital stations, and 4 standard stations in the base KSU, and 12 CO lines and 28 stations with the expansion cabinet. The difference is that the DK40i supports ISDN BRI S/T trunk side and station side circuits.

The Strata DK40i has almost the same features as the Strata DK424 RCTUA Release 4.1 system. The feature operation is very similar, using the same feature codes, making features uniform between systems.

The Strata DK40i has a new BRI card for the base KSU and also supports the DK424 BRI S/T cards in the expansion cabinet. These components are described in the new hardware section.

### Product Line Strategy

The new Strata family consists of the DK14, DK40i, and DK424. The Strata DK40i replaces the DK40 in the Strata DK product line. It has all the features of the DK40 it replaces, plus ISDN BRI capabilities, and many other features recently provided in the Strata DK424 Release 4.1.

The Strata DK40 is not upgradeable to the DK40i. The DK40i has a new base KSU with a new processor and motherboard to accommodate the new BRI card.

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## New Features

The Strata DK40i has all the features of the DK40. In addition, the DK40i has the same new features added in the DK424 4.1, except support of the RMCU CAMA Trunk Interface Unit.

The most notable new features of the Strata DK40i are the ISDN capabilities. The Strata DK40i BRI card supports both station side and trunk side connections.

ISDN BRI services are especially important for end user station interfaces. The Strata DK40i can connect to ISDN instruments such as a group IV fax, PC, computer terminal or port, a LAN bridge, video conferencing terminal, or other devices that can benefit from an all digital transmission link.

The Strata DK40i system also supports BRI interface from the public network as CO line service. The station side connection supports multi-point and multiple device connection to the same BRI circuit. BRI applications that are supported include video conferencing, remote access servers, faster Internet access, high speed data connections from ISDN stations or routers to the public ISDN network, as well as typical voice and fax connections. BRI can provide Calling Number ID Services, Direct Inward Dialing, Direct Inward Lines, and other data access services for connecting data networks and accessing the Internet.

## New Hardware

The Strata DK40i base KSU is not a modification of the DK40, but a completely new system with a new processor and motherboard. The new design accommodates connection of the BRI card in the DK40i base KSU. The Strata DK40i base KSU houses the processor, power supply with battery backup interface, 600 ohm page RCA jack, music-on-hold RCA jack, MOH volume control, one loop start (not DID) power failure transfer modular connector, and provides eight digital station ports built-in. Because either loop start, DID, or BRI CO line interfaces are available, there are no CO line ports built-in the base KSU, but four CO line ports can be installed.

The following BRI S/T interface can be used in the DK40i base KSU:

- ♦ ISDN Basic Rate S/T Interface Unit (TBSU) provides 2 BRI S/T (4-wire) interfaces that can be used for trunk (network) side or station side connections.
- ♦ Trunk side network connection using BRI S/T interface requires a customer supplied external NT-1 device. Each network connection (2B+D) provides two paths (lines) for separate voice calls; or the two paths can be combined for 128 Kb data calls using a station device that provides ISDN bonding.

The following Strata DK424 Basic Rate S/T Interface cards can be used in the DK40i expansion cabinet:

- ♦ Basic Rate S/T Interface Unit (RBSU) provides 2 BRI S/T (4-wire) interfaces that can be used for network or station side connections. The RBSU has connectors for a 2-port add-on subassembly.
- ♦ Basic Rate S/T Interface Subassembly (RBSS) attaches to the RBSU to provide 2 additional BRI S/T interfaces that can be used for station side connections only.
- ♦ The combination of the RBSU and the RBSS subassembly can provide 4 BRI S/T interfaces in one card slot.

The Strata DK40i has a new DTMF/ABR tone detector receiver:

- ♦ The 5-circuit DTMF/ABR tone detection receiver unit (K5RCU2) replaces the K5RCU1.
- ♦ Both the K5RCU2 and the K5RCU1 are compatible with the DK40i, DK40, DK16e, and DK16.
- ♦ For manufacturing efficiency, the K5RCU2 is compatible with Strata DK systems in both the U.S. and other markets.

## Compatibility

The Strata DK40 base KSU is not upgradeable to a DK40i. The Strata DK40i is not a modification of the DK40, but a completely new base KSU.

The DK40 expansion cabinet is compatible with DK40i. In fact, the same expansion cabinet is used with both systems.

All existing Strata DK40 interfaces can be used in the DK40i base KSU:

- ♦ 4-port Loop Start CO Line Interface Unit (TCOU)
- ♦ 4-port DID CO Line Interface Unit (TDDU)
- ♦ 4-port Standard Station Interface Unit (KSTU2)
- ♦ 4-port Caller ID Interface Unit (TCIU2)
- ♦ 2-port Serial Interface Unit (TSIU)
- ♦ Auto Attendant Feature Key subassembly (KKYS1)
- ♦ DTMF/ABR Tone Detector Receiver (K5RCU1)

Existing Strata DK40 and DK424 interfaces can be used in the DK40i expansion cabinet:

- ♦ 2-port Loop Start CO Lines and 4-port Digital Station Interface (KCDU)
- ♦ 2-circuit ISDN Basic Rate S/T Interface Unit (RBSU)
- ♦ 2-circuit ISDN Basic Rate S/T Interface Subassembly (RBSS) - mounts on RBSU
- ♦ 4-port DID Interface Unit (RDDU)
- ♦ 4-port Loop Start CO Line Interface Unit (RCOU)
- ♦ 4-port Loop Start CO Line Interface Subassembly (RCOS) - mounts on RCOU
- ♦ 4-port Ground/Loop Start CO Line Interface (RGLU2)
- ♦ 4-port Caller ID Interface Unit (RCIU2)
- ♦ 4-port Caller ID Interface Subassembly (RCIS) - mounts on RCIU2
- ♦ 4-port E&M Tie Line Interface (REMU)
- ♦ 8-port Standard Station Interface (RSTU2)
- ♦ 8-port Digital Station Interface (PDKU2)
- ♦ 4-port Digital Station and 2-port Standard Station Interface (RDSU)
- ♦ 2-port Standard Telephone Interface Subassembly (RSTS) - mounts on RDSU
- ♦ 8-port EKT Station Interface (PEKU)
- ♦ 4-port EKT Station and 2-port Standard Station Interface (PESU)

- ♦ Option Interface Units (PIOU, PIOUS, and RSSU)
- ♦ Remote Maintenance Modem Subassembly (IMDU) - mounts on PIOU or PIOUS
- ♦ Strategy DK Voice Processing System PCB

## Selling Advantages

The strengths of the Strata DK40i are even greater than before and provide you many additional selling advantages over your competition.

- ♦ BRI capabilities enable you to meet the need of a variety of ISDN customer applications.
- ♦ BRI connections can be used on the trunk side and/or the station side, providing greater flexibility than many competitors who only support BRI trunk side connection.
- ♦ Calling Number ID is available on ISDN BRI lines.
- ♦ Greater call coverage flexibility is provided with Multiple DNs. This has many useful applications in smaller systems as well larger ones. Complemented by Call Park Orbits, DSS Consoles, Add-On Modules, Auto Attendant, and Voice Mail, you can offer the most comprehensive call answering solutions available for small systems.
- ♦ Direct Inward Dialing, with efficient direct calling to individual stations without going through the answer position, provides a competitive advantage that similar size systems do not offer.
- ♦ Many new vertical market opportunities can be targeted with the DK40i and DNIS capabilities that are unique for a system this size. For example, DNIS is ideal for answering services and multiple product line sales applications.
- ♦ Tie Lines enable the Strata DK40i to be used to connect it to a PBX or another Strata DK system in a private communications network. Most competitive systems of this size do not support Tie lines. For smaller network locations, the smaller size and cost of the DK40i makes it more practical for these purposes than larger, more expensive systems.

## Pricing

The price of the Strata DK40i is the same as the DK40 it replaces. This is great news, especially with all the new capabilities the Strata DK40i provides. This yields a more competitive product of greater value than ever before by bringing advanced features to an expandable small hybrid telephone system. See the *Strata DK40i Price Supplement* for details.

## Documentation

All existing Strata DK documentation has been updated to include the new DK40i information and is now available. This documentation is included in the new Strata DK Library CD-ROM.

The Strata DK Library CD-ROM has been updated to include the DK40i information. The CD-ROM includes the following books which have been individually updated for DK40i:

- ♦ Strata DK General Description
- ♦ Strata DK Installation & Maintenance Manual
- ♦ Strata DK Programming Manual
- ♦ Strata Features Description Manual
- ♦ Strata DK User Guides

A new Strata DK14 & DK40i brochure has been created and is enclosed with the DK40i launch package.

## Training

Both technical and sales training curriculums for the Strata DK are being updated to include information on the new Strata DK40i. The new curriculum will be taught in the Strata DK Basic I&M Training courses beginning in May 1999. Field sales training for the Strata DK40i will begin, on a regional basis, in June 1999.

ISDN training requirements apply to the Strata DK40i the same as the DK424. You must have an ISDN certified technician on record before ordering BRI cards from Toshiba. Because of the complexities of ISDN, you could encounter extreme difficulty in attempting an ISDN installation if not adequately trained. Also, the ISDN CBT self-study course is highly recommended for sales personnel as well as installation technicians.

There are six modules included in the ISDN CBT training. The first four basic modules are included on the original, mass-distributed CD-ROM disk. The two recently released modules 5 and 6 contain PRI and BRI programming simulations. The second CD-ROM disk with modules 5 and 6 is sent automatically to technicians who have taken and passed modules 1-4.

As of July 1, 1999, all six modules will need to be taken to retain ISDN Certification. Technicians who are ISDN certified today on modules 1-4 will be dropped from the ISDN Certified Technician Database on July 1, 1999, unless the additional two modules 5 and 6 are taken and passed.

## Availability

The Strata DK40i is scheduled to begin shipping in June, 1999. Orders for the Strata DK40i can be placed now.

