# Strata® DK Sales Bulletin

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# Announcing the DKT2020-FDSP Telephone

We are very pleased to announce the Strata DKT2020-FDSP Full-duplex Speakerphone. This important new product expands the application and features of Strata DK business telephone systems.

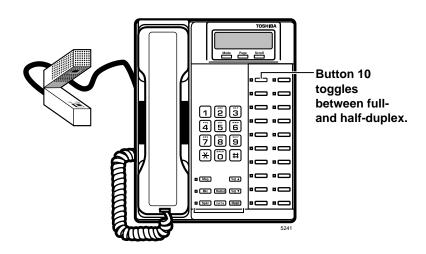
The Strata DKT2020-FDSP Speakerphone will expand your marketplace by enabling convenient use of high-quality full-duplex voice communications. The DKT2020-FDSP speakerphone is great news for both new and existing Strata DK customers who need cost-effective high-performance speakerphones on their systems.

The key features of the Strata DKT2020-FDSP telephones are:

- Enables both parties of a speakerphone call to speak simultaneously in full-duplex mode.
- An optional external microphone provides improved full-duplex speakerphone performance.
- Three operational modes to adjust voice quality for room acoustical properties.
- ◆ Toggling between full-duplex and half-duplex operation.

### **Product Description**

The DKT2020-FDSP (shown below) is similar in appearance to the existing DKT2020-SD telephone. It is offered in a charcoal gray color and has the same footprint as the DKT2020-SD telephone.



Toshiba America Information Systems, Inc.

Selling Advantages SBDK-0062

The DKT2020-FDSP is designed to allow both parties of a speakerphone call to speak simultaneously. This eliminates "clipping" and enables true two-way conversation. However, when two parties are talking simultaneously, the performance is not as good as on a handset. The technology necessitates some volume loss in this situation.

An optional External Microphone can be connected for improved performance. However, the External Microphone is extremely directional and should only be used in certain applications. The telephone also provides half-duplex/full-duplex manual selection.

The DKT2020-FDSP has three operational modes (best, good and normal) designed for enhanced microphone use in different acoustical situations. The external microphone (RFDM) enables greater full-duplex performance and increased speaker volume. The external microphone is powered by the DKT and does not need to be turned off when not in use.

#### Important!

- The microphone has a narrow voice pick-up range so the front of the microphone should always point toward the person speaking.
- The microphone must be placed at least one foot from the telephone speaker and not pointed toward the telephone speaker grille.

When the DKT2020-FDSP is used in full-duplex speakerphone mode, it automatically adjusts to the room's acoustic properties. During the first 10 seconds of a speakerphone call, the echo canceller performs an automatic internal Speech Training procedure that evaluates and adjusts for the full-duplex speakerphone's user and the far-end user's voice, background noise, and line quality.

The speakerphone will automatically reduce volume in each direction when both the FDSP user and the distant party are talking at the same time. The volume reduction is required to control the echoes at high volume levels. It is possible for surrounding conversations and other sounds to trigger this effect even when you are not speaking.

When using the [PDN] or Intercom button, the performance for internal calls is not as good as for external calls.

### **Selling Advantages**

The strengths of the DKT2020-FDSP provide you with these new selling advantages:

- Higher functionality provides additional business conference capabilities.
- ♦ Advanced technology automatic echo cancellation using Digital Signal Processing (DSP) and Speech training for optimum voice quality in various acoustical environments and line conditions.
- Quality and reliability Toshiba quality, including the standard DKT two-year warranty.

## **Product Line Strategy**

The DKT2020-FDSP is an addition to our existing DKT2000-series digital telephone product line offering enhanced voice quality with speakerphone capability. It is very well-suited to conference phone conversations involving several people in one room. This capability broadens the overall appeal and application of Strata DK telephone systems.

#### Compatibility

The DKT2020-FDSP is a DKT2000-series telephone and is fully compatible with Strata DK telephone systems.

SBDK-0062 Pricing

# **Pricing**

The DKT2020-FDSP is a cost-effective solution for any application requiring the use of high-quality speakerphones. Pricing for the DKT2020-FDSP is in the new *Strata DK Authorized Toshiba Dealer Price Book* and is available on the FYI Internet site.

#### **Documentation**

The Strata DK documentation is being updated for the DKT2020-FDSP and will be included in the next revision of the *Strata DK Digital Telephone User Guide*.

# **Availability**

Toshiba will be shipping the DKT2020-FDSP in July. Orders will be accepted immediately.

Availability SBDK-0062