Strata[®] DK Sales Bulletin

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SBDK-0013 August 15, 1997

Announcing the Strata DK Demo Kit

We are pleased to announce the Strata DK Demo Kit. This new sales tool is designed to help you sell Strata DK systems more easily and efficiently.

Your sales representatives will be able to conduct professional live demonstrations right in your prospects' offices. This provides convenience to the customer, builds credibility, portrays a more professional image, and helps make the installation and use of the system seem easy.

The Strata DK Demo Kit does more than take the place of the previous DK16 Demo Kit. The Strata DK16e has most of the same capabilities as the Strata DK424, Release 3. This enables you to demonstrate most Strata DK features on the DK, regardless of which model system you are actually proposing.

You can also demo CTI capabilities with your Strata DK Demo Kit because an RPCI-DI is included. It is installed on one of the telephones included with the kit.

You can even add the Stratagy DK Voice Processing system to your Strata DK Demo Kit as an *option*. The demo kit includes an expansion cabinet so you can install the Stratagy DK into card slot 15. This will enable you to demo an entire Strata DK system with Stratagy voice processing all, in one compact and portable, yet comprehensive demo kit.

The Stratagy DK contains a hard disk drive. All hard disk drives, regardless of manufacturer, are susceptible to mechanical shock damage. Therefore, use extreme caution when transporting a Strata DK Demo Kit with a Stratagy DK voice processing system installed. See the *Stratagy DK Installation Guide* and Seagate® Video for more details.

Description

Designed to be compact and easy to transport, the DK Demo Kit is self-contained in a strong, lightweight case, with compartments to store and protect the equipment during travel. The material used is of excellent quality and its construction reflects a high level of craftsmanship. It has an attractive, impressive appearance. For transportation in airplane baggage compartments, we recommend an outer suitcase or container be used. We do not recommend that the Stratagy DK system be transported in airplane baggage compartments.

The case exterior is a heavy black canvas material with the Toshiba logo. It has high-quality zippers with complete access to the contents from the top. Built-in wheels and a collapsible pull-out handle make the Strata DK Demo Kit easy to transport to your prospect or customer's site.

Internal pouches provide compartments for telephone sets with protection against scratching the surfaces. An extra telephone pouch is provided so you can add a Toshiba cordless digital telephone to the kit.

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Physical characteristics

Height	Width	Depth	Weight
23.5"	23.5"	10"	5 lbs. empty case; 24 lbs. with equipment, including telephone sets

The Strata DK Demo Kit includes:

- 1 DK16e Base Cabinet
- 1 DK16e Expansion Cabinet
- 1 TDDU DID CO Line Interface Unit
- 1 K4RCU3 DTMF Receiver/ABR Tone Detector
- 2 DKT2020-SD Digital Telephones
- 1 DKT2010-SD Digital Telephone
- 1 RPCI-DI Personal Computer Interface
- 1 Carrying case (includes an extra pocket for a cordless telephone)

- 1 Special modular-to-amphenol adapter connector with four 12' cords
- 2 Loop-back modular line cords for DID card
- 1 DB25-to-DB9 modem cable for RPCI
- 1 DK General Description
- 1 DKT User Guide
- 1 DKT LCD User Guide
- 1 PC/Data Interface User Guide
- 1 Demo User Guide

Ready to Go and Easy to Use

For your convenience, the Strata DK Demo Kit comes completely pre-assembled. All you have to do is plug the KSU into AC and start your demo.

Your Strata DK demo system also comes pre-programmed. It even has loop-back cords on the DID card pre-installed to simulate dial tone, so you do not need live CO lines to demonstrate ANI and DNIS. The system is ready to use right out of the box!

Custom keystrips are installed on the telephones to make the demo easy to use. This helps you demonstrate Multiple DNs and other important Strata DK features. Note that speed dial buttons programmed on station 13 make ANI and DNIS calls with display information an easy, automatic process.

Of course, you can customize the contents and programming to meet your specific needs.

Pricing

For a limited time (between now and September 30, 1997), Toshiba will offer the Strata DK Demo Kit to authorized Toshiba dealers at a substantially reduced fixed net price. This provides excellent value and a worthwhile investment for your organization.

At this reduced price, the DK Demo Kit will be offered to each authorized Toshiba dealer on a one per office of record basis.

Availability

The Strata DK Demo Kit will become available in August and orders are now being accepted. The part number of the Strata DK Demo Kit is DK16E-DEMO-KIT.