



## MEDIA RELEASE

### **Wavelink expands Polycom's DECT Portfolio with New SIP Wireless Servers**

**Melbourne 20 November, 2008** - Wavelink Communications, a value added distributor of business IP telephony and wireless solutions, has announced the introduction of the latest Polycom KIRK DECT solutions. Polycom is the leading independent provider of open, standards-based IP phones, and is furthering its position in the DECT marketplace by expanding its award-winning KIRK product portfolio to meet the needs of businesses of all sizes. Polycom has introduced two new systems: the KIRK Wireless Server (KWS) 300 and the KWS 6000. Polycom's SIP-based DECT solutions help customers drive the speed of business by making them always accessible regardless of where they are within the workplace.

"Recent Frost & Sullivan research indicates the DECT market in North America, APAC and CALA is likely to experience considerable growth over the next few years, and with its comprehensive DECT portfolio, Polycom is well positioned to take advantage of this untapped opportunity," said Elka Popova, global program director, Frost & Sullivan. "For those wanting to keep voice and data on separate networks, DECT offers a secure alternative with guaranteed voice quality. Polycom's extensive experience in providing both VoWLAN and DECT solutions and its successful track record will likely be a competitive advantage as the company moves to grow its share in this growing market."

The latest two additions to the KIRK Wireless Server portfolio are:

- The KWS 300, a SIP-based wireless telephony system, is ideal for smaller sized businesses, by scaling support from one to 12 wireless handsets. The KIRK Wireless Server 300 is a single-cell solution that can support up to four simultaneous calls and up to six KIRK wireless repeaters in order to extend the coverage area.
- The KWS 6000 is a SIP-based enterprise wireless telephony solution that scales from just a handful up to more than 4,000 users. Up to 256 radio units are supported, which, when combined with the KIRK Media Resource, can support more than 1,000 simultaneous calls. Each KIRK base station handles 11 simultaneous calls, and customers can scale up based on their individual needs. Additionally, KIRK repeaters can be added to increase the coverage area by approximately 50 percent.



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Polycom now offers SIP-based DECT solutions that address the needs businesses large and small -- from the SOHO market (KWS 300) to medium -sized to the largest of enterprises (KWS 6000). The solutions are scalable -- both in terms of the number of users as well as the coverage areas supported.

"We listen to our customers and then design wireless telephone solutions that meet their needs," said Sten Dyrmoose, general manager for Polycom's DECT business unit. "The addition of the KWS 3000 and KWS 6000 allows us to offer enterprise-grade wireless to businesses across the globe, regardless of size.

### **About Wavelink**

*Wavelink Communications ([www.wavelink.com.au](http://www.wavelink.com.au)) specialises in the supply, marketing and support of leading edge IP telephony and wireless solutions. Wavelink distributes a range of products from Polycom, Digium and Meru Networks.*

### **About Polycom**

*Polycom, Inc. is the global leader in telepresence, video, and voice solutions and a visionary in communications that empower people to connect and collaborate everywhere. Please visit [www.polycom.com](http://www.polycom.com) for more information.*