



DuraFon PRO

Replace DECT and Wi-Fi Phone Systems to Deliver Long-Range, Reliable Communications in a Variety of Environments

Advanced Technology Consultants, LLC | Fenton, Missouri



Advanced Technology Consultants, LLC, provides a comprehensive offering of communication solutions and customization options

including Voice over Internet Protocol (VoIP) systems, business phone and voicemail systems, data networks, wireless, video, access control, and communications solutions for business offices, healthcare facilities, school districts, and government agencies.

The company provides a wide variety of services to primarily small- and medium-size business customers, including: system installation and service, network and data circuit consulting and sales, support agreements, end user training, and administrative training. Advanced Technology Consultants' emphasis is on vertical markets including VoIP, PBX, access control, CCTV, and nurse call systems.

The Need: A Cordless Phone System with Extended Range for Premise-Wide Communications

Though Advanced Technology Consultants serves a wide variety of clients, each with their own unique environmental challenges, their clients share a common requirement—a long-range cordless business phone system that provides reliable communications throughout the premises.

According to David Ansehl, owner of Advanced Technology Consultants, the company often installs regular business-class DECT cordless phone systems behind PBX systems at their customers' premises. However, these phones often do not



deliver the performance required for these mission-critical deployments. "DECT phone systems with a single base do not provide enough coverage and Wi-Fi phones cost too much to install in terms of labor and hardware," Ansehl explained.

Providing instantaneous, reliable voice communications, whether customer-to-staff or staff-to-staff, regardless of where they are located on the premises, is critical to providing excellent customer service and maximizing operating efficiencies. Advanced Technology Consultants needed to find a new business-class cordless phone solution that would be easy to install and would provide customers with extended range that other cordless phone systems on the market were not able to deliver.

The Solution: The EnGenius DuraFon PRO Long-Range, Industrial Cordless Phone System

Ansahl explained that his company has been selling the DuraFon cordless business telephone systems for about ten years and that it delivers the extended range that is not possible using DECT and Wi-Fi phone systems. “Compared to the competitor’s solution, the DuraFon PRO is much easier to deploy. The time required for our technician to install the system on site is cut by 80 percent.”

Compatible with existing PBX or IP-PBX phone systems, the DuraFon PRO is a complementary addition to virtually any existing telecommunications platform enabling organizations to provide phone extensions that are accessible via a DuraFon handset throughout the premises. The DuraFon PRO provides up to 12 floors of in-building penetration, up to 250,000 square feet of facility coverage, and up to 3,000 acres of open land coverage, making them ideal for use across large properties such as resorts, campus environments, sports stadiums, golf courses, warehouses, multi-story buildings, convention centers, industrial plants, and expansive agricultural properties.

Each DuraFon PRO base supports up to four telephone lines and up to 90 DuraFon PRO or DuraWalkie handsets. The DuraFon PRO system is expandable to eight bases supporting up to 32 phone lines.

The Results: Easy Installation, Extensive Coverage, Cost Savings

According to Ansahl, the large coverage area of DuraFon PRO system has resolved the cordless phone issues for their customers. The ability for employees and staff members to move freely throughout the premises and still be able to pick up their phone extensions or contact other staff members internally enables them to work more efficiently and effectively, and provide better customer service.

In addition to the performance of the DuraFon PRO system, Ansahl explained that the system takes less time to install, which is particularly important because that saves money in this high labor-cost market. “For the competitor’s product, it will normally take 50 hours to install and configure their system. With DuraFon PRO, it only takes around four hours.

Ansahl stated that there is another key benefit to working with EnGenius. “Besides the performance of the DuraFon, customers say that EnGenius’ customer support team is better than other vendors.”



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