

# IP Communication Solution for Hospitality



Dinstar Co.,Ltd.



**Empowered by AI**

**Create a New Engine for the Experience Economy**

Speaker: James zhu(jameszhu@dinstar.net)

# CONTENTS

**1** About Us  
What we do and why choose  
Dinstar

**3** Solution  
Digital intelligent voice Solution

**5** Products  
DINSTAR IP Communication Products

**2** Background  
Trends and Challenges of the hospitality  
industry

**4** Highlights  
Highlights of DINSTAR Solution

**6** Q&A Session



# 01

## About Us

Who is Dinstar, and why choose Dinstar

# DINSTAR | IP Communication Solutions

Complete IP Unified Communication products line, including VoIP Gateways, SBCs, IP PBXs, IP Phones, and SIP Intercoms.

**No.1**

Market Share of VoIP  
Gateways & SBCs in China

**20+**

Years Experience

**100+**

R&D Experts

**10,000,000+**

Lines

**100+**

Countries

**1,000+**

Channel Partners

**120,000+**

Customers

**200+**

Intellectual  
Properties

# Awards & Certification

Certified by CE, FCC, RoHS, ISO, etc. Excellence in Product Quality

FCC

CE

RoHS

ISO



# Technical Service

## Professional Team

Experts with over 10 years of experience

## Premium Service

Customized to your timeline

## Quick Response



**Within 30 mins**

Common Problems



**Within 120 mins**

Complex Problems

## Omni-channel



**Email**

support@dinstar.com



**Tel**

+86 755 6191 9966

## Warranty



**1 YEAR**




**2 YEARS**



**3 YEARS**







**02**

# **Hospitality Background**

# Challenges of Traditional Phone System

01

## Analog System

The existing systems are utilizing analog PBX, which is outdated technology and not IP-based.

02

## Inefficient Management

Each store operates with its own voice system.

This makes centralized management by HQs challenging and reduces overall efficiency.

03

## Poor Expandability

The traditional system only supports basic communication.

It's difficult to expand AI intelligent voice services.

04

## High Costs of O&M

Difficult to manage multiple chain stores.

Besides, the inconsistent and complex setup lead to high labor costs.



# Market research results

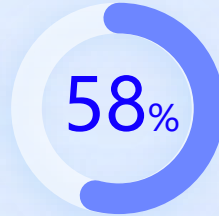
Hotel Tech Report recently surveyed 400 hotel guests for our annual State of Hotel Guest Technology Report 2025. Our research uncovered some extremely interesting data around guest perceptions of AI in hotels such as:



Chatbot

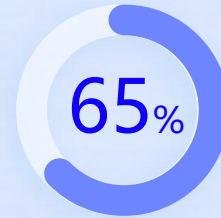
70% of guests find chatbots helpful for simple inquiries but prefer human interaction for more complex requests.

The #1 reason guests prefer a chatbot at a hotel is when asking for the Wi-Fi password, followed by #2 scheduling **wake-up calls** and #3 checking hotel facility operating hours.



AI Improves

58% of guests feel that AI improves their hotel booking and stay experiences.



Advanced Technique

65% of travelers want the tech in their hotel to be more advanced than the tech in their homes.

# Current State of Analog Voice Systems

## Architecture **Outdated**

The telephone systems in domestic budget hotels almost all use traditional analog program-controlled exchanges, which are technologically outdated.

## Analog Voice Architecture Outdated in the Hotel Industry

Application deployment slow,  
Maintenance workload heavy

## **Heavy** operation in Maintenance

The chain hotels have numerous locations with independent voice systems, inconsistent configurations, complex equipment installation and maintenance, and persistently high labor costs.

## Management **Difficulties**

The traditional telephone systems used in the hotel, the management group is unable to manage and monitor the operation of its various brand hotels, resulting in low operational management efficiency.

## Expansion **Difficulties**

The analog voice architecture only supports basic communication, has a low level of informatization, is difficult to interface with third-party applications, and limits the expansion of intelligent voice services..

## Overall Status of Architecture of Digital Voice System

Dinstar aims to provide digital voice infrastructure services for hotels, consistently lowering costs and improving efficiency in their digital transformation..

**Cost reduction:** Do not focus solely on reducing explicit or superficial costs, aim to reduce the over all system construction costs and the total lifecycle usage costs.

**Enhancement:** Our approach to empowerment extends beyond the voice system itself. We aim to collaborate with voice-related ecosystem partners, as well as customers, managers, and investors, to drive the digitalization of hotel services and management.

- Guest voice analysis system
- WeChat Mini Program with Phone
- Smart TV
- Monitor system
- Network system
- Large speech model
- Public Cloud
- Delivery robot
- laundry machine



# Before and *After* Hotel Digital Renovation



Before Renovation

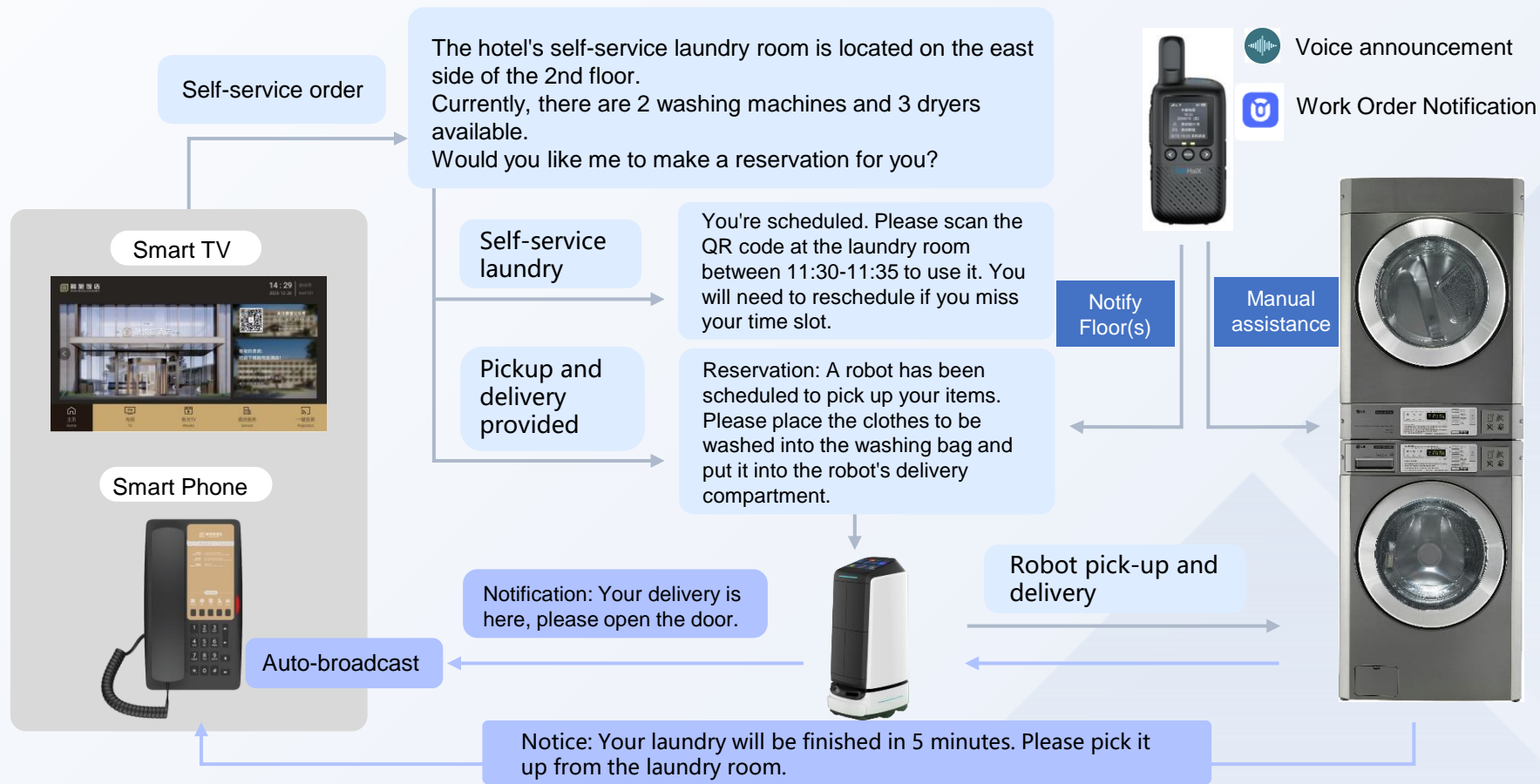


After Renovation

# Scenario 1- Digital Voice System - Delivery Robot Integrated Application



## Scenario 2- Digital Voice System - Self-Service Laundry Integration Application





# Improve Service Quality

Implement various voice technology applications to improve hotel management efficiency, strengthen standard operating procedures, and enhance service quality.

## Complaint Warning

90% of negative reviews followed phone feedback. Analyzing guest call helps detect issues early, reducing complaints.

## Service Monitoring

Analyze voice records between staff and guests to identify service issues and implement targeted improvements.

## Room Access Inquiry

"Accidental room entry" is a top complaint. Using AI voice to ask guests for consent helps reduce complaints.

## Call Recording

Record calls for key authorization, bookings, cancellations, no-show confirmations, etc.

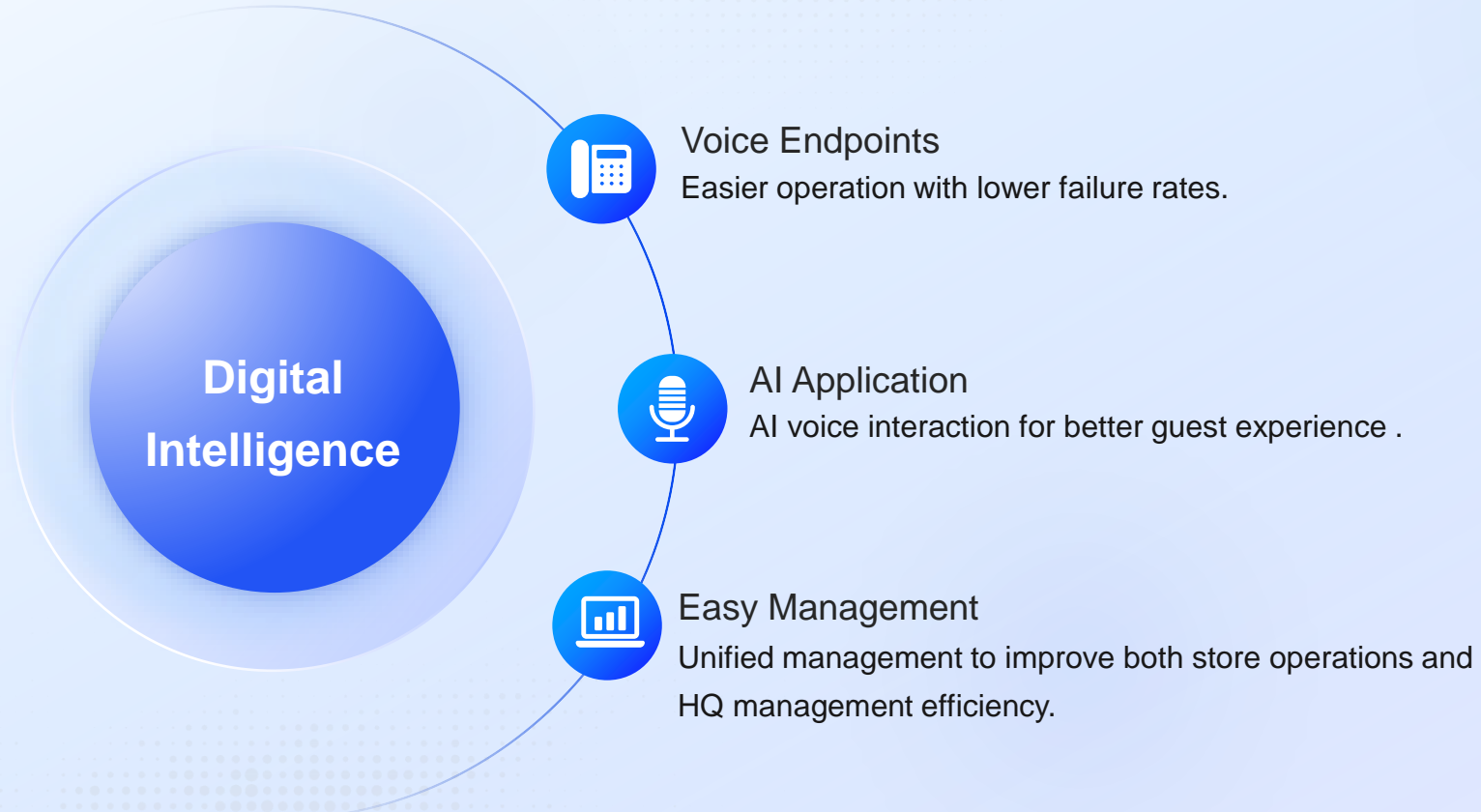
## Fraud Prevention

Smartly identify suspicious calls, provide timely alerts, and protect personal assets and hotel reputation.

## Training Service

Provide training to service staffs to service staff to enhance professionalism in handling AI-driven calls.

# New Trends of Hospitality





**03**

# **Overall Solutions For the hotel**

# IP Communication System for Hospitality

## Integrated Applications



Call Recording



Attendant Console



Hotel PMS

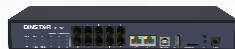


Billing System



AI App

## UC IP PBX



UC200 Pro



UC350

## Access Gateway



FXS Gateway



FXO Gateway



E1 Trunk Gateway

## End points



Analog Phone



IP Phone



Wi-Fi Phone



SIP Intercom

## NMS



Network  
Management  
System

# Features of Hotel Voice System

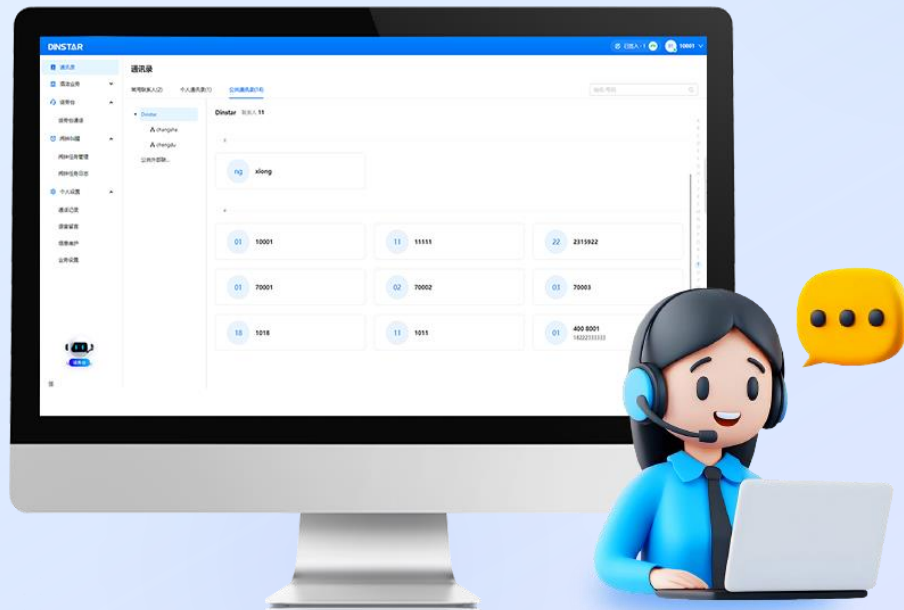
Features	Details	Benefits
Call	One-click call to the front desk, room extension, voice message, etc.	Enhances user experience with easy-to-use features.
IVR	Automatically directs calls to the based on the different needs (reservation, complaint, inquiry).	Reduce waiting time and improve service efficiency
Recording	Enables service process traceability through call recordings.	Enables hotels to identify service issues and implement targeted improvements.
Billing	Customizable rates, automatic billing for room extension calls and report generation.	Refine cost control for better management.
Extension Permission	Set permissions for local, domestic long-distance, and international calls from guest room extensions.	Enhance fine-tuning of hotel telephone service costs.
Wake-up Service	Scheduled wake-up service, supports setting multiple rooms to wake up simultaneously.	Improve customer satisfaction
Attendant Console	One-click Answering, Call Queuing, Call Transfer, Call Hold, and more.	Streamline telephone operations for quicker response and better service.
Emergency Broadcast	Front desk can initiate a broadcast or group call. Guest room phones ring and play the message once answered.	Ensure emergency notifications, facilitate safe evacuation.
PMS	Integrated PMS on IP PBX, or connect to the existing management of hotels via PMSI	Improve management efficiency and reduce labor costs.
Call Priority and Routing	Set rules by area (guest room, catering, conference) to route calls to the appropriate customer service staff.	Ensure VIP service quality
3 <sup>rd</sup> -party Integration	Open API to AI box, security system, delivery robot and CEM etc.	Future proof

# Attendant Console

DINSTAR UC Series IP PBX is designed for budget hotels and B&Bs, integrating attendant console and PMS modules for a simple, reliable, and cost-effective all-in-one solution. The easy-to-use attendant console streamlines call management, enhancing front desk efficiency.

## Key Features

- Call Pop-up
- Online Dialing
- Call Transfer
- Call Hold
- Queue Management
- Call Parking/Pickup
- Do Not Disturb (DND)
- Attendant Sign-in/Sign-out





# PMS

DINSTAR

Off Worked 01 10001

Address Book

PMS

House Keeping

Checkin Logs

Room CDR

Room Provider

Service Code

Waiter

Service Record

Room Manage

Room

Apartment

Position

Attendant Console

House Keeping

Refresh Room Status

Room NO. Room NO./Name/ID Card/Telephone Position All Apartment All Check Out Plan Today

Status: All VC Vacant-Clean VM Vacant-Mainte... VD Vacant-Dirty OC Occupied-Clean OM Occupied-Mai... OD Occupied-Dirty UN Unavailable

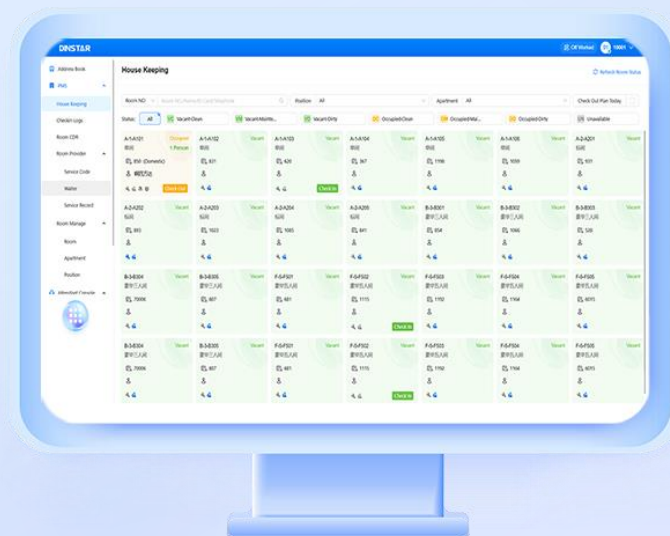
<div>A-1-A101 单间 850 (Domestic) 啊四方达 Check Out</div>	<div>A-1-A102 单间 831</div>	<div>A-1-A103 单间 620 Check In</div>	<div>A-1-A104 单间 367</div>	<div>A-1-A105 单间 1198</div>	<div>A-1-A106 单间 1059</div>	<div>A-2-A201 标间 931</div>
<div>A-2-A202 标间 893</div>	<div>A-2-A203 标间 1023</div>	<div>A-2-A204 标间 1085</div>	<div>A-2-A205 标间 841</div>	<div>B-3-B301 豪华三人间 854</div>	<div>B-3-B302 豪华三人间 1066</div>	<div>B-3-B303 豪华三人间 528</div>
<div>B-3-B304 豪华三人间 70006</div>	<div>B-3-B305 豪华三人间 807</div>	<div>F-5-F501 豪华五人间 681</div>	<div>F-5-F502 豪华五人间 1115 Check In</div>	<div>F-5-F503 豪华五人间 1192</div>	<div>F-5-F504 豪华五人间 1164</div>	<div>F-5-F505 豪华五人间 6015</div>
<div>F-5-F506 Vacant</div>	<div>F-5-F507 Occupied</div>					

# PMS

DINSTAR UC Series IP PBX integrates a PMS module, supporting room management and guest service registration. It provides an intuitive view of room status and guest check-in records, with one-click answering, hang-up, Do Not Disturb (DND), and wake-up service settings.

## Key Features

- Guest Room Management: Create room location info, room types, and bind extensions to room numbers.
- Guest Room Service: Update room status via room extension (Cleaning Needed/Clean/Maintenance/Normal).
- Room Status Management: View real-time room status on a visual interface.
- Check-in Registration: Register guest information, customer details, and extension permissions.
- Check-in History: Automatically record guest stay history.
- Call Records: Front desk can check guest room call logs via the PMS interface.
- Wake-up Service: Set alarms for single or multiple rooms via the PMS management page.



# Analog System Move to VoIP

## Background

- Designed for budget hotels and B&Bs with up to 200 rooms.
- Compatible with existing analog phones and lines.
- Cost-effective deployment by reusing existing resources.

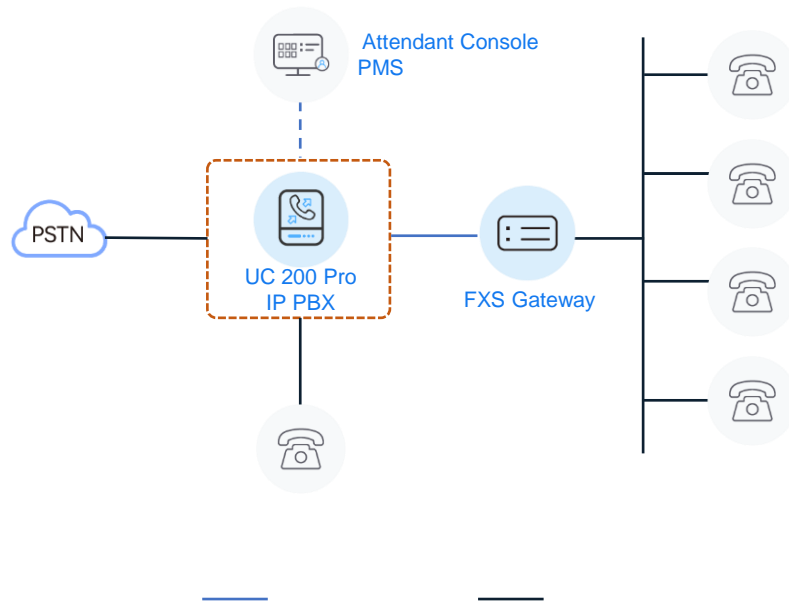
## Benefits

- **Cost Savings:** Retains existing phones and wiring
- **High Integration:** UC200 Pro IP PBX integrates attendant console and PMS, offering a one-stop solution with easy deployment and lower investment.
- **Failover Support:** Built-in FXS & FXO ports ensure front desk phones can communicate externally during power or network outages.
- **Emergency Broadcast:** In case of fire or emergencies, front desk staff can broadcast to alert all guest rooms.

## Products

- UC200 Pro IP PBX
- DAG2000/DAG2500 Series FXS Gateway

## Topology



# IP PBX+IP Phone/Wi-Fi Phone

## Background

- Designed for budget hotels and B&Bs with up to 200 rooms.
- Ideal for hotels without existing phone or network cabling.
- Quick deployment, easy maintenance & management.

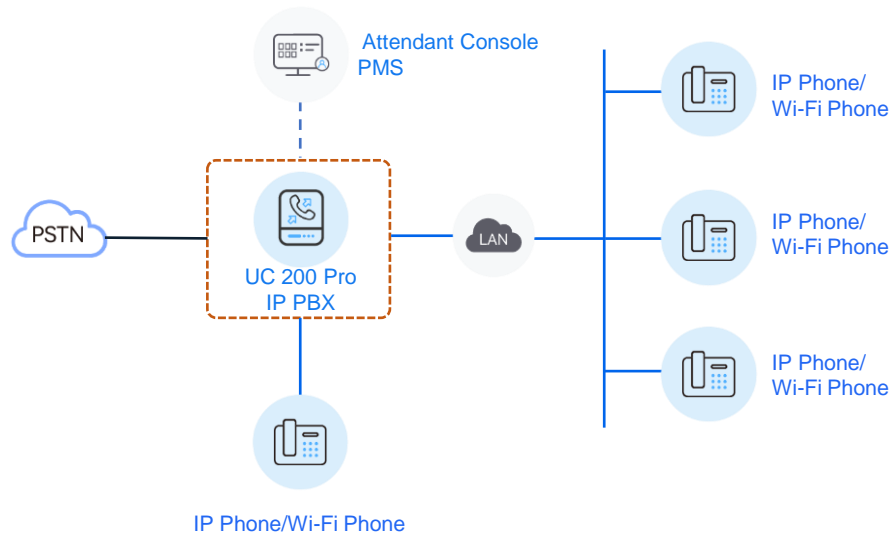
## Benefits

- **Easy Deployment:** Full IP-based, plug-and-play setup with network cables. Wi-Fi phones suit hotels without wired networks.
- **HD Voice:** IP phones support HD audio, enhancing guest experience.
- **Easy Maintenance & Management:** IP PBX enabling auto-configuration and firmware upgrades for IP Phones.
- **Flexible Expansion:** Scales extensions as needed to match hotel growth.

## Products

- UC200 Pro IP PBX (with PMS & Attendant Console)
- H60P Hotel Phone, C60U-W Wi-Fi Phone

## Topology



# IP PBX+AI Application

## Background

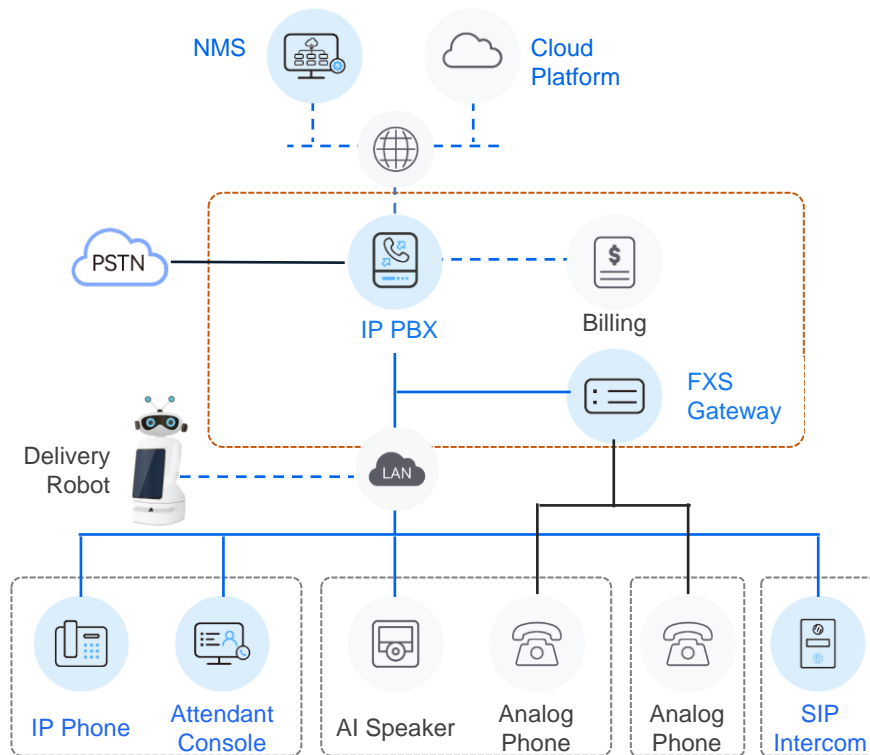
- Chain Hotels upgrade to an IP-based voice system.
- Integrate AI applications to build smart hotel.
- Quick deployment, easy maintenance & management.

## Benefits

- **IP PBX & Delivery Robot:** Robots connect to the voice system, reducing labor costs and enhancing the guest experience.
- **IP PBX & AI Box:** Guests use AI speakers to call the front desk and control lights, curtains, and more.
- **Integrated PMS & Attendant Console:** Built-in hotel features eliminate third-party costs.
- **Easy Maintenance:** NMS enables remote monitoring, debugging, and management.

## Products

- UC200 Pro/UC350 IP PBX (with PMS & Attendant Console)
- H60P Hotel Phone, C60U-W Wi-Fi Phone
- DAG2000/DAG2500 Series FXS Gateway



# IP PBX Integrated with Security System

## Background

- Hotels upgrade to an IP-based voice system.
- Security integration enables emergency response via phone.
- Open API Support: extensive integration capabilities.

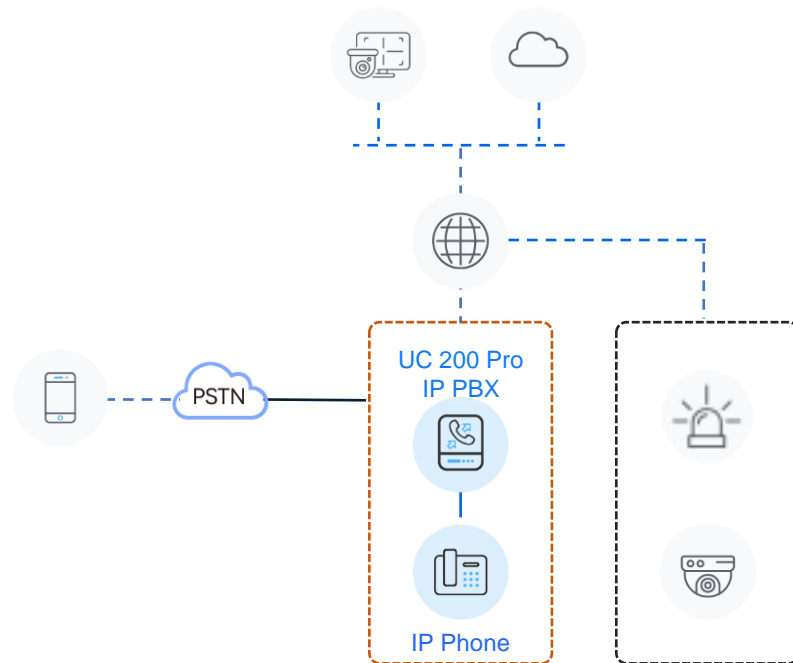
## Benefits

- **Phone System & Security System Integration:** When an alarm is detected, the security system notifies the cloud platform via API, which then auto-calls the front desk.
- **Emergency Broadcast:** In case of fire or emergencies, front desk staff can broadcast to alert all guest rooms.

## Products

- UC200 Pro/UC350 IP PBX (with PMS & Attendant Console)
- H60P Hotel Phone, C60U-W Wi-Fi Phone
- DAG2000/DAG2500 Series FXS Gateway

## Topology





# Advantages with Dinstar's Solution



## Integrated Architecture

Integration of hotel voice with network, monitoring  
Centralized management and IT O&M



## Multiple Trunk Support

Support E1 Trunk, IMS Trunk and FXO Trunk



## High Compatibility

Compatible with multiple products and services such as hotel management systems, AI voice butlers, robots, etc.



## Reproducibility

standardized implementation solutions that can be quickly applied to a chain of stores



## Local Failover

Cloud + Local Networking  
Provide local failover solutions



## Stable and reliable

Provide carrier-grade system and high reliability gateway



## Cost-Saving

Centralized management of store devices  
Easy to Deploy and Maintain



## Future-oriented

Consistent with the future trend of hotels

# Solution Benefits

## Lower operational expenses

- Big data analyze
- self-service check-in, check-out, food ordering via AI Robot

02

## Elevate brand reputation

Intelligent, differentiated, and multi-scene innovative applications, bring better experience to users, enhances reputation of hotels.

03

01

## Improve customer experience

AI voice interaction, AI phones, intelligent food delivery robots, and intelligent customer service systems, hotels can provide guests with more convenient services.

04

## Improve management efficiency

intelligent voice butler, remote control, breakdown warning, automatic inspection, etc., which reduces maintenance costs, and lowers operating costs.



# Success Stories in Hospitality



HARPER

*Intercity*Hotel



IHG®





**04**

# **Solution Highlights**

# AI Voice Integration

Voice & AI Integration: Cloud-to-cloud deployment simplifies AI voice setup and maintenance.



## Fewer Devices, More Stability

Eliminates multiple conversions between digital, analog, and AI.

## Faster Deployment

Bulk setup in one day, no on-site installation needed.

## Enhanced Management

AI voice assistant, smart reception, AI checkout reminders, and complaint alerts.

# IP PBX Integrated with Delivery Robot

Delivery robot connects to the digital voice system for automated delivery notifications.



## Save Manpower

Robots handle repetitive tasks, reducing labor costs

## Enhance Tech Appeal

Robots add a high-tech touch, boosting OTA ratings and guest attraction.

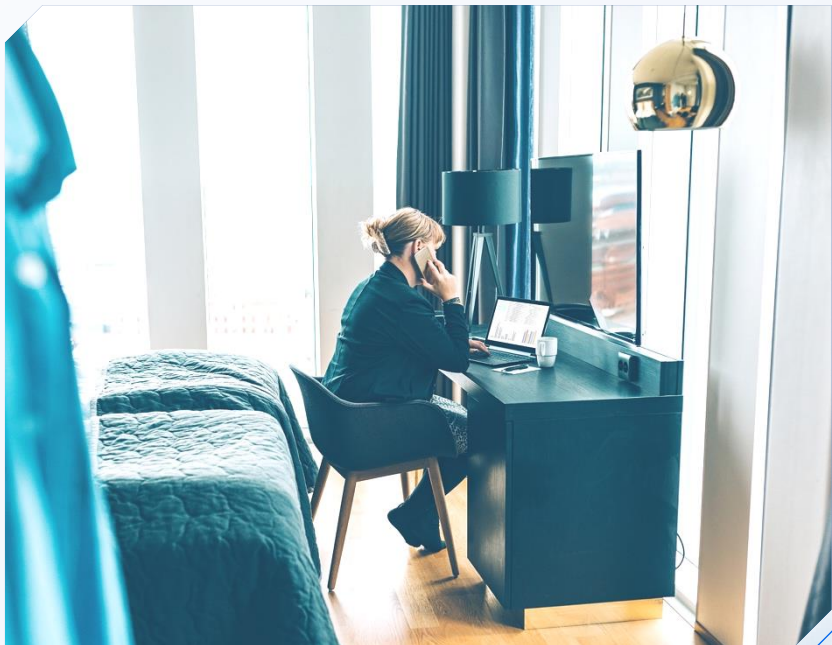
## Increase Satisfaction

Robots provide 24/7 efficient service, improving the guest experience.



# Integration with AI CEM

Voice & AI CEM Integration: Uploads front desk recordings to the hotel's intranet via API.



## Local Dual-Track Recording

No extra hardware, auto-recording syncs to CEM without changing workflows.

## No Extra Equipment

No additional recording devices or wiring changes, ensuring stability.

# Integration with Security System

Phone system Integrated with security system: Pushes store video to front desk video phones.



## Fast Response

Live monitoring video reaches front desk phones for quicker action.

## Save Manpower

No need for dedicated monitoring staff; alerts go directly to front desk phones.

## Enhance Security

Detects risks and incidents in real time for prompt action.

# Integration with AI Speaker

Smart Speaker Integration: Supports calls, AI interaction, and front desk connectivity.



## Front Desk Phone Merge

Combines front desk phone and AI speaker for direct calls.

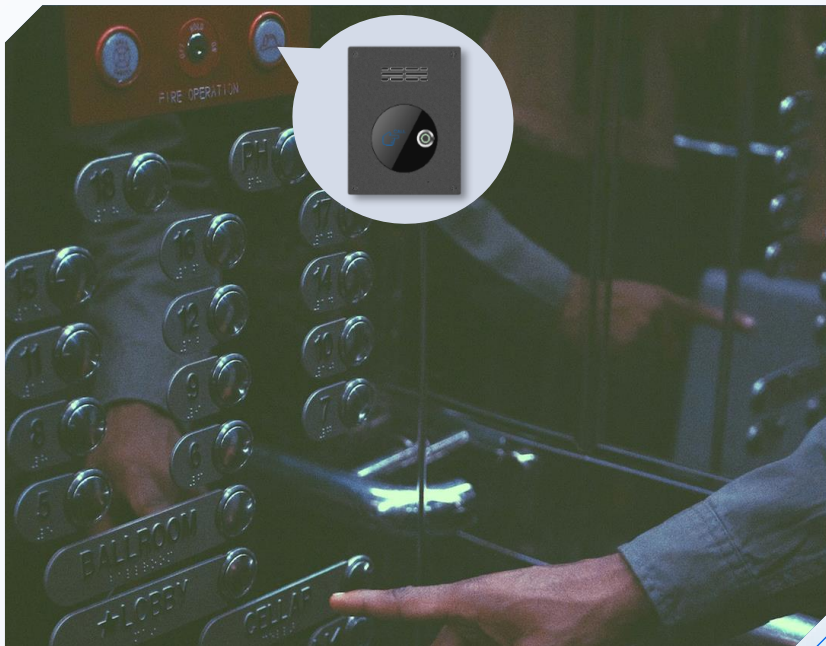
## Extension Transfer

Supports external calls to AI speaker and transfers between AI speaker and other extensions.

## AI Application

AI speaker can call the front desk, record calls, and connect with HDOS and delivery robots.

# SIP Intercom in Elevator



## Emergency SIP Intercom

Integrated with the voice system for emergency calls. Guests can press one button to contact maintenance during elevator malfunctions.

## Faster Response

Ensures quick communication and timely assistance.

# Emergency Broadcast

The voice system supports emergency broadcasts. The front desk can initiate a paging group with one click for quick and efficient announcements.



## Emergency Announcement

In case of fire, earthquake, or other emergencies, the front desk can trigger an emergency notification with one click for orderly evacuation.

## Broadcast via Paging Group

The front desk can dial a specific number to call all guest room phones based on the emergency situation.

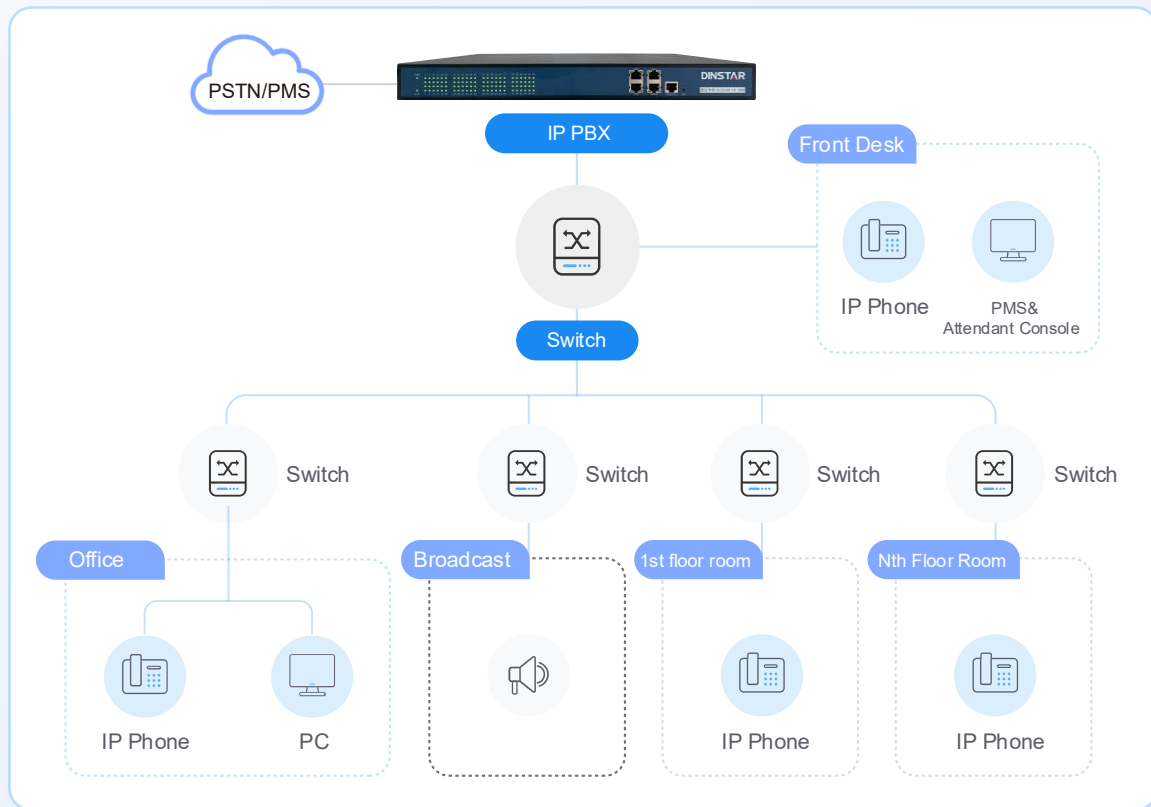




# 05 Products

# Total solution with Dinstar hardware line

- ✓ IPPBX
- ✓ Gateways
- ✓ SIP phones
- ✓ PMS modules support







## The JDS PMS middleware service will be available **soon!**

Index	Supplier Name	Key Features and Description
1	Oracle Hospitality	Integrated communication technologies, comprehensive hotel operations management, supports Opera PMS integration
2	Sabre Hospitality Solutions Sabre	Comprehensive and systematic solutions covering reservations, revenue management, and customer relationship management.
3	Amadeus Hospitality	Cloud-based infrastructure supporting multi-channel distribution and customer experience management
4	Infor Infor Company	Industry-specific platform integrating finance and supply chain management, with a focus on data analytics and real-time monitoring.
5	Protel Hotel software Protel	Leading European Brand, supporting multi-property management and central reservation system.
6	ASSD	Solutions for automated inventory management, customer engagement, and queue management
7	Guestline Ltd, Guestline Ltd.	Integrated POS system and channel management module for small and medium-sized hotels.
8	NEC Corporation	Leveraging biometrics and AI technologies to improve the efficiency of intelligent customer service and operational management.
9	Delta Software	Chain hotel management, focusing on centralized data synchronization and operational automation

# UC Series IP PBX

Models



**UC200 Pro**



**UC350**



**UC350 Pro**



**UC8000**

SIP Extensions	60 to 500	500 to 1,000	2,000 to 5,000	20,000 SIP Extensions
Concurrent Calls	15 to 50	60 to 120	200 to 500	4,000 Concurrent Calls
Max FXS/FXO Ports	8	32	32	Easy to Scale  On-premise or Cloud  High Availability  Easy Deployment
E1/T1 Ports	NA	4	16	
Power Supply	Single	Redundant	Redundant	
HA	Yes	Yes	Yes	

# UC200 Pro

Desk-Top IP PBX



60 to 500  
SIP Extensions



15 to 50  
Concurrent Calls



1+1  
Hot-standby



Default  
2 FXS, 2 FXO



Expansion module,  
3 boards slots,  
2S, 2O, or 1S1O

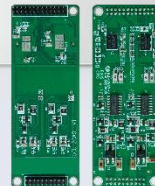


2 GE Ports

## UC200 PRO



1S1O



2O



2S

# UC350

## Reliable Enterprise IPPBX



500 to 1,000  
SIP Extensions



60 to 120  
Concurrent Calls



Up to 32  
FXS/FXO



Up to 4  
E1/T1



Dual Gigabit  
Ethernet Port



Redundant Power  
Supplies



Voice  
Recording



VPN

# UC350



# UC350 Pro

## Reliable Enterprise IPPBX



2,000 to 5,000  
SIP Extensions



200 to 500  
Concurrent Calls



Up to 32  
FXS/FXO



Up to 16  
E1/T1



4 Gigabit  
Ethernet Port



Redundant Power  
Supplies



Voice  
Recording



VPN

# UC350 Pro



# Software IP PBX for Your Own Hardware or Virtual Server

## Large Capacity

Max 20,000 SIP extensions, 4,000 concurrent calls

## High Availability

Hot standby, no-downtime

## High Reliability

Load balancing and redundant routings for disaster recovery

## Enhanced Security

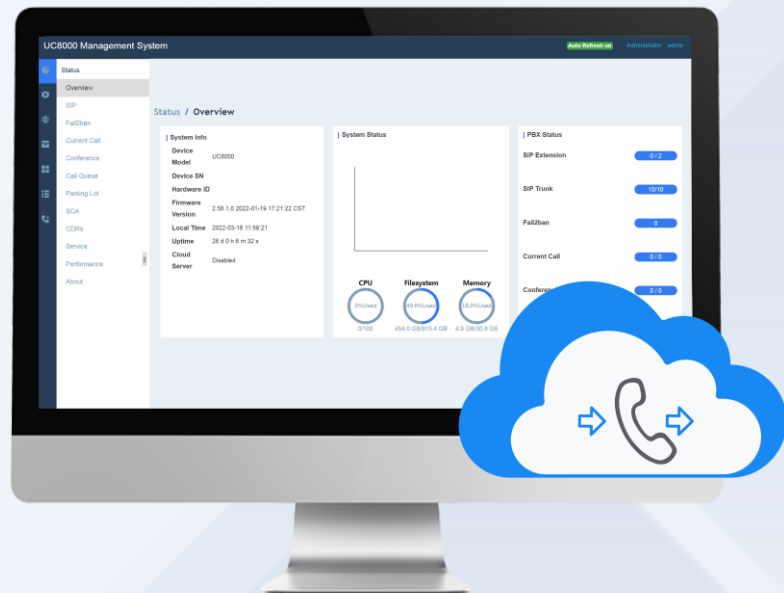
TLS, SRTP, ZRTP encryption

## Flexible to Deploy

On-premise, Cloud, X86, ARM, Virtual Machine



# UC 8000



# Softphone DinLink

Make and  
receive calls on  
the go

Sync your local  
mobile contacts

Video calls,  
face-to-face talk

Free calls on  
extensions

Built-in corporate  
address book

IM instant  
messaging



Supports Android & iOS devices



# Analog VoIP Gateway

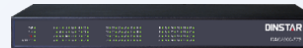
Models



**DAG1000**



**DAG2000**



**DAG2500**



**DAG3000**

FXS Ports	1/2/4/8	16/24/32	48/72/96	312
FXO Ports	2/4/8	16	N/A	312
Hybrid Ports	1S10/2S20/4S40	8S80	N/A	N/A
Size	Desktop	1U	1U	3U

**SIP**

SIP



IMS



IPv6



Auto  
provisioning



TR069



3-way  
Conference



T.38 Fax



TLS / SRTP

# Session Border Controller



## SMB SBC



**SBC300**

## Enterprise SBC



**SBC1000**

## Carrier SBC



**SBC3000 Pro**

## Software SBC



**SBC8000**

SIP Sessions	5 to 50	50 to 500	500 to 5,000	Up to 50,000
Transcoding Calls	5 to 50	50 to 200	300 to 1,500	Up to 5,000
Calls per Second	25/s	25/s	500/s	800/s
SIP Registrations	1,000	5,000	20,000	100,000
SIP Registrations per second	20/s	25/s	500/s	800/s

# Digital VoIP Gateway

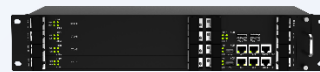
Models



**MTG200/MTG200L/MTG1000**



**MTG2000/MTG2000B**



**MTG3000**



**MTG5000**

E1/T1 Ports	1/2	4/8/12/16/20	16 to 63	64
MCU	Single	Single/Redundant	Single/Redundant	Single/Redundant
Concurrent Calls	60	600/480	1890	1920
Size	Desktop/1U	1U	2U	3U



PRI



SS7



R2 MFC



Echo Cancellation  
up to 128ms



Web Interface,  
SNMP, Cloud NMS

**SIP**

SIP/SIP-T



T.38 Fax

# GSM/4G VoIP Gateway

Models



UC2000-VE



UC2000-VF



UC2000-VG



Multi-SIM

GSM/LTE Channels	4/8	16	32	8/16/32
SIM Slots	1 Slots/Channel	1 Slots/Channel	1 Slots/Channel	4 Slots/Channel
User Boards	1	2	4	4
LCD Display	NA	NA	Y	NA

4G

VoLTE



GSM



HD Audio



SMS



Remote SIM  
Management



OpenVPN



SMS API

# IP Phone

## Entry-level

2.3"  
no  
backlights

2.3"  
Display

2.4"  
Color  
Display

2.8"  
Color  
Display

2 SIP Accounts

2 SIP Accounts

2\*10/100Mbps

2\*10/100/1000Mbps

C60S/SP

C60U/UP

C62U/UP

C63G/GP



## Wireless

2.3"  
with backlights

2 SIP Accounts

2\*10/100Mbps

C60UP-W C60UP-T



4G



## High-end

3.5"  
Color  
Display

4.3"  
Color  
Display

16  
SIP  
Accounts

20  
SIP  
Accounts

2\*10/100/1000Mbps

C64G/GP

C66G/GP



## Video Phone

8"  
Touch Display

16  
SIP Accounts

2\*10/100/1000Mbps

A808A

A808B



## Hotel IP Phone

No Display

2 SIP Accounts

2\*10/100Mbps

H60P



# SIP Intercoms

Models



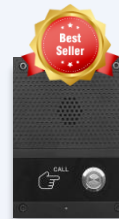
DP88



DP85U



DP81U-1B



DP91-S



DP92V-S



DP98

HD Camera	Y	Y	Y	NA	NA	Optional
Card Reader	Y	Y	NA	Y	NA	Optional



2 SIP Lines



2 DSS Keys



HD Audio/Video



DTMF



Auto Answer



PoE



IP65



IK10

# Device Management Platform NMS

## Remote Management

- Remote Web & Telnet
- Remote Configuration
- Remote Firmware Upgrade
- Remote Trouble-shooting
- Full signaling trace & analysis tool

## Auto Deployment

- Auto Provision for Devices
- Firmware Upgrade
- Auto Backup for Devices
- Configuration push of all DINSTAR products
- Zero-touch configuration

## Device Monitoring

- Device Monitoring
- Network Monitoring
- Status Monitoring

## Role Management

- Multiple User Accounts Management
- Role-Based Access Control (RBAC)
- Multi-Level Account Permission Management
- Custom Function Menu Permissions

## Alarm Push

- Real-time Alarm
- Alarm Confirm & Analysis
- Historical Alarm
- Alarm Push via email and SMS



## Dashboard

- Report template & generating
- Statistics of device status and call
- Device & system logs download & backup
- Report template & generating





# IP Communication Solution



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# Q&A Session

