



## ACU-2000 IP Webcast Text

**Carl Kist, president of JPS Communications:**

Thank you for joining me today. For over 15 years, Raytheon JPS has been a leader in providing radio interoperability solutions and radio over IP technologies to our customers. Our equipment has provided improved communications to homeland security professionals, private industry and security personnel. To address the changing needs of these customers in 2006 we introduced several new products. One of those new products, the ARA-1, is a SIP to radio interface device.

Today I am pleased to announce our latest product in the SIP line, the ACU-2000 IP. This new product adds the SIP interface capability to the wide range of interoperability and IP networking features that has made JPS a market leader.

For years, our solutions have allowed interoperability among users of multiple radios of varying types, also telephones, iDen devices and satellite phones. With the 2000 IP, these users can also communicate with SIP phones, softphones and SIP PBXes. There are two obvious advantages to this new introduction of this new product. First, we can bring radio communications to SIP networks, allowing them the interfaces they didn't previously have the opportunity to benefit from. We also provide the opportunity for those who have SIP networks to be able to attach to radio communications that they previously were unable to communicate with.

For example, a supervisor taking a trip out of town and out of state could actually connect to their radio system back at their home base using a SIP phone from their internet connection in their hotel room. Raytheon's ACU-2000 IP delivers cost effective and seamless wide area interoperability today.

I would now like to introduce you to Keith McDonald. Keith is our vice president of sales and marketing and he's going to explain to you a little bit about SIP and it's advantages in networking today.

**Keith McDonald, vice president of sales and marketing of JPS Communications:**

There are some key phrases that everyone involved with communications interoperability has heard over and over lately such as standards-based open protocols and convergence of voice, data and video. Session Initiation Protocol, or as its commonly called SIP, embodies each of these catch phrases. It's widely seen as a protocol of choice for new IP-based communications systems design. Because SIP is a standards-based open protocol, it fosters innovation and competition.

There are multiple sources of SIP applications that assist interoperability systems such as call logging, voicemail and call recording. In addition, add on equipment can be purchased from any vendor that incorporates the SIP protocol. This prevents the single vendor lock-in that has plagued systems purchasers in the past.

JPS is pleased and proud to bring the advantages of SIP to our radio customers and radio capability to the users of SIP systems.

**Dave Camin, director of integration sales and customer service of JPS Communications, provides demo.**



Carl Kist, president of JPS Communications:

I again would like to thank you for joining us today. If you would like more information about the ACU-2000 IP, please contact your local sales representative. You can also visit our website at [www.jps.com](http://www.jps.com).