

FOR IMMEDIATE RELEASE

## Spectralink Introduces PIVOT, an Innovative Voice over Wi-Fi Device to Help Employees Work Smarter, Not Harder

**PIVOT is the first mobile device that balances smartphone-like usability with the reliability needed for the workplace**

**BOULDER, COLO. and HORSSENS, DENMARK, February 11, 2014** — [Spectralink Corporation](#) (“Spectralink”), a global leader in wireless solutions for the workplace, announced today the availability of [PIVOT by Spectralink](#), a revolutionary WorkSmart solution that improves workplace communication by combining smartphone-like features with the quality, durability and reliability essential for in-building mobile employees.

PIVOT expands the Spectralink portfolio of [Voice over Wi-Fi \(VoWi-Fi\) handsets](#) to deliver enterprise-grade, on-site voice mobility with a user-friendly interface on an extensible application platform. Built on the industry-standard Android™ operating system, PIVOT is instantly familiar out of the box, including intuitive smartphone-like usability and access to applications.

While consumer smartphones continue to make their way into business environments, it is becoming increasingly evident that they are not always the right choice for the specialized needs of in-building mobile employees in industries such as healthcare, retail and manufacturing. Despite portability and the ability to access content on-the-go, consumer-grade smartphones lack the security, voice quality, durability and integration needed for these businesses.

PIVOT is designed to bridge the gap between smartphones and purpose-built mobile solutions. It is differentiated by its ease-of-use and ergonomic design, HD voice quality, seamless VoWi-Fi roaming, durability, broad telephony support and wireless local area network (WLAN) interoperability, and predictable return on investment (ROI). A Spectralink application ecosystem offers specialized industry applications for users to customize their devices to their unique workflow requirements.

“PIVOT is the first device of its kind and it will transform organizations by enabling in-building mobile employees to work smarter,” said Sten Dyrmosé, CEO of Spectralink. “We have spent the past year developing PIVOT based upon customer feedback and through assessing how our handsets are used in everyday situations. Given the rigorous requirements we know our customers demand of their devices, PIVOT far surpasses the many limitations of smartphones designed for consumers.”

“Nurses and retail associates work directly with patients and customers for much of their shift, so having the ability to reliably make voice calls, access data and utilize specialized applications and solutions such as barcode scanners is critical to doing their job well. PIVOT

is instantly familiar, purpose built and dependable. We're confident that PIVOT will significantly improve communication and workflow and organizations will wonder how they survived without it," added Dyrmosé.

Features of PIVOT include:

- Android-based user interface that's instantly familiar out of the box
- A 4.3 inch, multi-touch capacitive touch screen display, and patent-pending ergonomic grip
- Integration with enterprise Android and Extensible Markup Language (XML) applications for improved workflow
- Access to web-based applications and resources
- Customizable to adapt to personal preferences and needs
- Unrivaled durability, longevity and support
- Excellent voice quality from any in-building location
- Enterprise level security and privacy
- Over-the-air management and update capabilities
- Integrated 1 & 2D barcode scanner

Alaa Saayed, Senior Industry Analyst for Frost & Sullivan notes, "Consumerization of the workspace and BYOD are stimulating enterprise endpoint vendors to innovate in their products in terms of design, form-factor and capabilities. PIVOT, from Spectralink, has intelligently embraced the concept of 'WorkSmart' device to combine the best of consumer smartphones with the ruggedness and quality of a VoWLAN device. PIVOT is able to deliver specific applications and features needed for vertical industries through a smartphone form-factor."

The handsets can be easily field upgraded to new software features via a new licensing process, which allows further customization and cost savings. In partnership with the Spectralink [applications development ecosystem](#), PIVOT opens up new opportunities for end-user productivity solutions.

PIVOT is available in North America, Europe, Australia and New Zealand with the list price start at US\$895. PIVOT will be part of the 87-series Voice over Wi-Fi handset family, and will be available through an exclusive set of [reseller partners](#).

Spectralink will be demonstrating PIVOT at the upcoming [HIMSS Conference](#), February 24-26 in Orlando at booth 4883.

For more information on PIVOT, and to see the device in action, visit <http://www.spectralink.com/pivot>.

### **About Spectralink**

Spectralink, a global leader in wireless solutions, solves the everyday problems of mobile workers through technology, innovation and integration that enable them to do their jobs

better. By constantly listening to how customers move through their workdays, Spectralink is able to develop reliable, enterprise-grade voice and data solutions and deliver them through a powerful, durable device. For more information, please visit [www.spectralink.com](http://www.spectralink.com) or call 303-441-7500.

###

**Media Contacts:**

Michelle Chessler Spectralink +1 303 441 7531 <a href="mailto:michelle.chessler@spectralink.com">michelle.chessler@spectralink.com</a>	Marissa Ramey LEWIS PR +1 202 507 4717 <a href="mailto:spectralink@lewispr.com">spectralink@lewispr.com</a>
---	--