



Versity Enterprise-grade Smartphones vs. Leading Consumer Devices in Healthcare Environments



Consumer-grade smartphones have a low initial investment cost but lack many features to be a successful solution for healthcare. Consumer devices are fragile, more difficult to manage, and are overall more expensive with a higher TCO than purpose-built solutions. Versity 95/96 and Versity 97 Series enterprise-grade smartphones are designed for clinicians and demanding environments with a rugged and user-friendly design that keeps productivity high and TCO low.

Why Versity smartphones are a better solution than consumer smartphones for nurses and doctors:

	Versity 95/96 and Versity 97 Smartphones	Leading Consumer Smartphones
DURABILITY and DESIGN	✓ The most durable device on the market, purpose-built for demanding healthcare environments with medical-grade resin	✗ Prone to cracks if dropped; not made from medical-grade materials
	✓ No protective case needed, reinforced design & recessed screen with Gorilla Glass	✗ Protective case recommended, increasing weight, size, and cost
	✓ Exceeds MIL Spec 810G – dropped tested from 1.8M on all sides 78x onto a steel plate	✗ Drop test results not advertised, Not MIL-STD tested
	✓ Rugged IP68 rated design that is still lightweight and user-friendly	✗ Display susceptible to cracking when dropped
SCANNER	✓ Industrial-grade scanner with instant scanning speeds	✗ Camera not designed for industrial scanning use cases
	✓ Even with an integrated scanner the design is lightweight and fits comfortably in a scrubs pocket	✗ Enabling scanning requires 3rd party hardware and adds to the device's cost
	✓ Features a highly visible and patient-friendly aiming beam	✗ Users report scanner sleds make devices bulky and uncomfortable to carry and use
BATTERY	✓ Separately chargeable battery for 24/7 operation	✗ The entire device must be taken out of service for charging
	✓ True hot-swappable battery – the screen will stay on, and calls will stay active during swap	✗ Requires larger device pool / multiple devices per shift
	✓ This prevents the need for large spare pool	✗ Charging interrupts workflows and increases costs
	✓ Can use one device for multiple shifts	✗ Battery health cannot be seen via MDMs
	✓ AMIE® device management software provides battery health monitoring and provides alerts when batteries are EOL	✗ No notifications for EOL battery replacement
SAFETY	✓ Dedicated alarm button with one press activation	✗ No dedicated alarm button
	✓ Motion sensors automatically detect man-down, running, or no movement	✗ The emergency call requires a multi-step, two-handed process
	✓ The alarm button calls a pre-programmed emergency number to connect workers immediately with support	✗ Does not offer automatic alerts for man-down

CLEANING	✓ Withstands repeated cleaning with Cavi wipes or UV with no damage to phone or screen	✗ User guides recommend against using cleaning solvents, specifically alcohol
	✓ Meets infection control standards	✗ Display & casing degrade after frequent cleanings with Cavi wipes
	✓ Antimicrobial display coating*	
NETWORK	✓ Native dialer	✗ Monthly data/calling plans required
	✓ Intelligent roaming ensures the device is always connected to the closest AP for reliable connections	✗ Reactive roaming results in increased dropped packets and calls
		✗ 28% more likely to have connectivity issues **
VOICE QUALITY	✓ Proprietary Voice Quality Optimization, AI noise suppression*, and echo cancellation for crystal-clear voice quality	✗ Deprecated noise cancellation for iPhone 13
RMA	✓ SpectraCare+ offers a simple RMA process that covers glass, liquid, and other accidental damage without a deductible	✗ Supported through 5 or more iOS software updates
	✓ Best-in-class support and professional services support teams	✗ No security patch support after 3 years from OS EOL
DEVICE MANAGEMENT	✓ Bulk configuration with EMM and AMIE; NFC bump capable	✗ Configured through EMM; No NFC bump capability
	✓ Call performance analytics, battery health alerts, and device location from a user-friendly dashboard	✗ Device management tools offer features comparable to AMIE Essentials but do not offer performance analytics
	✓ Track devices to the last known location within building	✗ Device tracking dependent on management tools

* Feature available on Versity 97 models

** Source: VDC Research

About Spectralink

As an award winner in mobile technology, Spectralink has been transforming the way our customers work and communicate for 30+ years. Through our determination to do extraordinary things, we enable mobile workforces and empower our customers and partners to explore what's next, what's possible. With our enterprise grade, best-in-class mobile solutions, we are with our customers wherever they work, however they need us. Our people, commitment to innovation and our passion are our foundation for success.

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