

Q4 2023

SALES PLAYBOOK

Maximizing Your Sales Potential Through Exclusive Deals and Promotions

INDEX

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.

1 INDEX	2 ONE TALK MOBILITY CO-SELL SERVICES	3 VOICELIQ ANSWERING SERVICE	4 VOICELIQ SOLUTION FOR ONE TALK
5 ROUTER MATRIX	6 FIXED WIRELESS ACCESS 2.0	7 ATEL WB550-NA 5G ROUTER	8 3 OPTIONS FOR ATEL V810
9 RUGGEDIZATION KITS	10 OUTDOOR MOUNTING KITS	11 BUILT-FOR-BUSINESS ACCESSORIES	12 SOLAR SOLUTIONS
13 MOBILE DEVICE MANAGEMENT	14 POTSLIQ	15 A-LA-CARTE SOLUTIONS	16 MEET THE TEAM!



Pssst!

Check out the customer-facing materials available for download on each page!

DEALS BUILT EXCLUSIVELY FOR



REPRESENTATIVES

MORE INFORMATION
1.800.803.1535



VISIT OUR WEBSITE
www.dtstechnology.com



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ONE TALK MOBILITY CO-SELL SERVICES

Over 50,000 One
Talk points
installed to date!

Data as of September, 2023

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.

DTS TECHNOLOGY SERVICE LIST

- **NEW!** 24/7 One Talk Support!
- One Talk Co-Sale and Implementation
- Co-Sell Engagement
- White Glove Onboarding
- White Board Call
- Training
- Call Recording
- Analytics
- Paging Systems Integrations
- Phone Buybacks
- Call Center Agent/Supervisor Roles
- 1-800 and Vanity Numbers
- eFax
- Digital to Analog Fax ATA
- Porting of Numbers
- Welcome Call on Day of Go-Live
- Additional Configuration and Training as Needed as Part of Ongoing Support

NOW WITH 24/7 ONE TALK SUPPORT!

↳ **DETAILS ON NEXT PAGE**

FREE ON-SITE INSTALLATION

for deals of 5 or more devices

FREE REMOTE INSTALLATION

for deals of any size

*Your trusted partner
for mobility solutions
and unparalleled
support!*

**NEW! FREE
TIERED VIDEO
CONFERENCING
FOR ONE TALK!**

DETAILS ON PAGE 4

Download Customer-Facing Materials



MORE INFORMATION
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Introducing

VOICELINQ ANSWERING SERVICE

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.

Available exclusively for Verizon One Talk

GET 6 MONTHS FREE! *

OTHER PRICING OPTIONS

20 Minutes:	\$59.99
50 Minutes:	\$129.99
100 Minutes:	\$199.99
150 Minutes:	\$299.99
150+ Minutes:	Contact us for pricing



Overages: \$1.99/minute. Applies to all pricing above.

FEATURES

- **Agents available 24/7**
Never miss a call, day or night!
- **HIPAA Compliant**
Our call centers have received the HIPAA Seal of Compliance, giving assurance to any clients in the medical field.
- **Call Transfers**
Easily execute warm or blind transfers seamlessly.
- **Live Agents**
Choose when to use live agents or an automated receptionist.
- **Dispatching Messages**
We will use SMS or Email notifications to alert you of important calls and activity.
- **Call Recording**
Call recordings stored for 60 days.
- **File Manager & Third Party Service Embedder**
Ability to integrate with a variety of services including Google Calendar, Forms, and Docs.
- **Real Time Reports and Statistics**
View current activity at any time and view a wide variety of reports of agents and client calls.
- **Online Portal**
Log in at any time to view messages, update information, view reports, and more.
- **Dynamic Custom Scripting**
Agents can easily navigate through a variety of scripts provided for different situations and client needs.

24/7 One Talk Support

Experience peace of mind with round-the-clock support from our dedicated Tier 1 specialists. No matter when you need assistance, our team is here to ensure your One Talk experience is seamless and hassle-free.

MORE INFORMATION
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FOLLOW US ON SOCIAL MEDIA:



Contact Us to
Schedule an
Appointment
with our Product
Specialist



*Terms Apply: Includes 20 minutes per month. \$1.99/minute overages may apply. Offer valid with every One Talk activation of 5 lines or more.

VOICELINQ Solution for OneTalk

OVER 70 CRM INTEGRATIONS!

Cloud Native Business Communication Solution

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.

CALL RECORDING OVERLAY FOR ONE TALK*

CALL CENTER FOR ONE TALK*

VIDEO CONFERENCING & WEBINARS* (STAND-ALONE FEATURE)

FREE FOR 12 MONTHS!

WITH 6 MONTH COMMITMENT (\$14.99 REGULAR PRICE)

\$9.99 /month

WITH 6 MONTH COMMITMENT (\$19.99 REGULAR PRICE)

FREE FOR 12 MONTHS!

WITH 3 OR MORE ONE TALK ACTIVATIONS AND 6 MONTHS COMMITMENT. FREE TITER PROVIDES A SINGLE COMPANY SHARED ACCOUNT (\$19.99 REGULAR PRICE) \$9.99 A MONTH INDIVIDUAL ACCOUNTS AVAILABLE.

Desktop Phone & Mobile Apps
 Hunt Groups
 Bi-directional Call Recording
 Detail Reporting
 Call Tracing
 Auto Receptionist Available **

CRM Integrations
 Video Conferencing
 Advanced Call Queues
 Agent Supervisor Roles
 Real-Time Analytics Dashboard

Video Conferencing
 Webinars
 Scheduling
 Meeting Recordings
 Join On-the-Go
 Share Content
 Chat

NEW! CRM & VIDEO CONFERENCING ADD-ON

Add to Call Recording Overlay for One Talk for an additional **\$2.99 per month.**

TOLL-FREE NUMBER HOSTING: \$4.99/MONTH

CALL FORWARDING AND TOLL FREE DIAL PLAN WITH 1000 MINUTES: \$19.99/MONTH
 Overages: 1.9 cents per minute

EFAX: \$14.99/MONTH
 Includes PC-to-PC and PC-to-fax

PHYSICAL FAX MACHINE: \$24.99
 Via proprietary ATA adaptor

NEW! SEAMLESS SWITCH

Locked into a contract with another phone solution? No problem! Our innovative Seamless Switch program ensures a smooth transition. While the current contract ticks away, we'll proceed with onboarding, - setting the stage for a flawless shift to our advanced services.

Download Customer-Facing Materials

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KNOW BEFORE YOU GO

*Requires a One Talk service plan. Service plan prices not included in price. One Talk Desktop Phone line with corresponding device required for service. Fulfilled by Verizon Wireless.

** Service available as a paid add-on. Please contact your DTS Technology representative or sales@dtstechnology.com for pricing information.

- ▷ This service is Bill-on-Behalf eligible, providing clients with the option to facilitate billing integration through their Verizon account, streamlining the invoicing process.
- ▷ One Talk service plan required. Plan prices not included. Service necessitates One Talk Desktop Phone line with corresponding device. Delivered by Verizon Wireless.

ROUTER COMPARISON GUIDE



A Comprehensive Matrix

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.

	Atel WB550-NA	ARRIS NVG558	InseeGo SkyUs 160	InHand CR202	Balance 20X PepWave	DataLinQ 6500	AXIS V810A	Cradlepoint CBA 850
LTE Category	5G / CAT-19	CAT-12	CAT-6	CAT-6	CAT-7	CAT-6	CAT-4	CAT-6
Form Factor	Mobile/Desktop	Desktop	Mobile/ Desktop	Mobile/ Desktop	Desktop /Rack	Desktop	Desktop	Desktop
Ethernet Ports	2	5 WAN/LAN	1	2	4	5	1	1
Battery	No	No	Yes	Yes	No	No	Yes	No
Opt. Antenna	No	No	Yes	Yes	Yes	Yes	Yes	No
Business Internet Plan Price 10/25/50 Mbps	FREE **	FREE *	FREE *	FREE *	\$99	FREE *	FREE *	FREE *
5G C-Band	Available	Not Available	Not Available	Not Available	Not Available	Not Available	Not Available	Not Available
Business Internet Backup Plan	\$399	\$99	\$399	\$169	\$399	\$230	FREE *	FREE *
Remote Management	Yes	No	Yes	Yes	Yes	Yes	Yes	No
WAN Passthrough	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes
Best For	Small, mid-sized businesses of 50 employees or less	Office Use	On the road internet, backup	On the Go	60 Users, Primary Branch			Office Use
	BUY NOW	BUY NOW	BUY NOW	BUY NOW	BUY NOW	BUY NOW	BUY NOW	BUY NOW

*Requires activation on a qualifying Verizon Wireless 4G LTE Business Internet Plan of 10 Mbps or higher, Business Internet Backup Plan, or a qualifying 5G C-Band Plan.

** If fulfilled as Device as a Service.



ATEL AIRE PRO J912 LTE HIGH PERFORMANCE FIXED WIRELESS ROUTER
 Cutting-edge CAT-12 outdoor CPE

FREE WHEN ACTIVATED ON A QUALIFYING VERIZON 4G LTE BUSINESS INTERNET PLAN

Download Customer-Facing Materials

DON'T FORGET THAT YOU CAN GET UP TO \$100 FOR YOUR USED VERIZON DEVICE!

\$100

FOR YOUR USED VERIZON DEVICE!

GO TO FORM



VERIZON ORBIC SPEED MOBILE FREE

when activated on a qualifying Verizon data plan

INHAND CR202 FREE

when activated on a qualifying Verizon data plan



KNOW BEFORE YOU GO

EASY WAYS TO ORDER:

- ▷ Order online at www.dtsdevices.com - Receive your IMEI instantly on-screen.
- ▷ Email sales@dtstechnology.com
- ▷ Call 1.800.803.1535
- ▷ Contact us through Slack.

MORE INFORMATION
 1.800.803.1535



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FIXED WIRELESS ACCESS 2.0



A Transformational Experience

All offers valid through 12/31/2023 or while supplies last.
 Available for all Verizon segments including public sector.

A DEVICE-AS-A-SERVICE PROGRAM

A myriad of benefits with no downsides!

- Access to high-end equipment at no cost
- Future-proof: **in-place 4G to 5G upgrade!**
- Eliminates the risk of cost of replacements.
- Advanced Device Exchange.
- Ruggedization and mobile options for 5G (see image below).
- No additional cloud management fees.
- No early return penalties.



**YOU DO YOU
 WE DO THE REST!**



**KNOW
 BEFORE
 YOU GO**

MAXIMIZE YOUR 4G LTE AND 5G OPPORTUNITIES

- ▷ Clients can get high-end equipment that's both 4G LTE and 5G ready **at no extra cost!**

SEAMLESS DTS TECHNOLOGY SUPPORT PROVIDING MULTIPLE TOUCHPOINTS TO ENGAGE CUSTOMERS

- ▷ Includes: Professional installation provided at time of fulfillment, 5-day technical follow-up with each device, and a topographical survey map with recommendations for optimal device placement based on location and elevation.

ADVANCED EXCHANGE

- ▷ DTS Technology fully manages all router maintenance, repairs, replacement, and support directly with the client.

NO EARLY RETURN PENALITIES

- ▷ Clients can return their device any time without penalties.

RUGGEDIZATION AND MOBILE OPERATIONS

- ▷ The Ruggedization Kit from Ruggedology provides a convenient carrying handle as well as an included battery pack providing up to 8 additional hours of energy.

Download Customer-Facing Materials

MORE INFORMATION
 1.800.803.1535



VISIT OUR WEBSITE
www.dtstechnology.com



FOLLOW US ON SOCIAL MEDIA:



MEET THE ATEL WB550-NA

The Ultimate Solution for Fixed Wireless Access 2.0

All offers valid through 12/31/2023 or while supplies last.
Available for all Verizon segments including public sector.

FREE!
ON QUALIFYING
5G C-BAND AND 4G
LTE VERIZON
BUSINESS
INTERNET PLANS

BUY NOW



Why it makes sense

- **FREE** on all qualifying Business Internet Plans of 10Mbps or higher through Verizon Wireless.
- As part of Fixed Wireless Access 2.0, the client will get complimentary support and repairs directly from DTS Technology.
- 4G LTE and 5G capable, ensuring seamless streaming, browsing, and work regardless of your access point.



Plus check out our Ruggedization kits!

Download Customer-Facing Materials



KNOW BEFORE YOU GO

USING THE WB550-NA 5G ROUTER WITH FIXED WIRELESS ACCESS 2.0

▷ DTS Technology manages all support, replacements, and returns. Clients can still contact Verizon for upgrades or activations with representatives receiving an additional line activation credit, however representatives will not be needed in the instance of returns, repairs, or support cases.

MORE INFORMATION
1.800.803.1535



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A TEL V810

3 Great Options from DTS Technology!



All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.

Without Improved Battery pack

1850 mAh



With Improved Battery Pack

4000 mAh





**A TEL V810
BASE DEVICE
FREE**

with activation on a Verizon Business Internet Plan or a Business Internet Backup Plan!

BUY NOW

**WITH IMPROVED BATTERY OPTION!
FREE
WITH ACTIVATION OF A QUALIFYING BUSINESS INTERNET PLAN**

\$29.99
ON BUSINESS INTERNET BACKUP PLAN

BUY NOW

**DELUXE KIT
FREE**

with a qualifying Verizon Business Internet Plan of 10Mbps or higher

BUY NOW

Download Customer-Facing Materials

LTE Category	CAT-4
Ethernet Ports	1
Optional Antenna	Yes
Data Speeds	150Mbps Downlink 50Mbps Uplink
Display	1.77" LCD
Max Devices	15

MORE INFORMATION
1.800.803.1535 

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RUGGEDIZATION KITS FOR CHALLENGING ENVIRONMENTS

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.



**AVAILABLE FOR THE ATEL
 WB550-NA 5G ROUTER
 AND THE VERIZON
 INTERNET GATEWAY FOR
 BUSINESS (FOXCONN)**

① RUGGEDIZATION KIT

For the Atel
 WB550-NA
 5G Router

\$169

For the Verizon
 Internet Gateway
 for Business
 (Foxconn)

\$179

② PELICAN FIELD KIT

Additional 93W battery
 with 10V outlet and
 emergency flashlight

\$599

③ SOLAR PANEL CHARGING KIT

Includes Pelican Field Kit

\$799

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THE PERFECT SOLUTION FOR EMERGENCY RESPONSE TEAMS

Get up to 18 hours of run time with a combined 6-hour battery kit and 12-hour main battery

2 USB ports, 110V Barrel

Wireless charging ports

Emergency flashlight

OUTDOOR MOUNTING KITS

Built to improve the signal range for your 4G LTE Verizon Router

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.



AVAILABLE FOR USE WITH THE VERIZON INTERNET GATEWAY FOR BUSINESS (FOXCONN)*

*The Verizon Internet Gateway for Business is sold by Verizon.

ONLY \$199.99

Option to add managed on-premises Wi-Fi 6 router for a wireless signal and 4 gigaports

ONLY \$10/MONTH
\$299 MSRP



INCLUDED

- NEMA IP57 rated ABS enclosure
- Mounting hardware
- 100+ foot CAT6 outdoor rated cable
- Proprietary power injector

Download Customer-Facing Materials



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FOLLOW US ON SOCIAL MEDIA:



KNOW BEFORE YOU GO

- ▷ Use in case of insufficient signal strength on premises due to walls or structures
- ▷ Optional managed router service includes management, cyber protection, and support from DTS Technology. This product can be purchased without additional add-on service for a one-time fee of \$199.

BUILT-FOR-BUSINESS ACCESSORIES

DTS Technology in partnership with **OUTER FACTOR™**

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.



ELEMENT™ CASE

MSRP starting at

\$19.95



WORKFORCE™ CASE

MSRP starting at

\$26.95



ONGUARD™ CASE

MSRP starting at

\$18.95

Why it makes sense

- Built for Business
- Ultra Competitive Prices
- Drop Tested
- Lifetime Warranty
- Custom Logo Program

Volume Pricing

- 250-499 • 3%
- 500-999 • 5%
- 1000-2499 • 7%
- 2500+ • 10%

Custom Logo Program

Bring your vision to life with custom colors and logos printed on your gear!



Download Customer-Facing Materials



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SOLAR STATION SOLUTIONS

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.



◀ The DL-120

SOLAR PANEL
CONTINUOUS RAINY DAYS
CHARGING TIME
WORKING TIME
LITHIUM BATTERY

DL-60	DL-120
6V 60W	120W
5-8 days	5-8 days
6-10 hours	6-10 hours
Up to 40 hours	Up to 120 hours
3.2V 60Ah	18V 30Ah

VERSATILE, OFF-GRID SOLAR SOLUTION FOR BUSINESSES

perfect for:

5G & LTE ROUTERS | SURVEILLANCE SYSTEMS | SIGNALS | SENSORS | SIGNAGE | SPEAKERS

- Quick & easy installation.
- Two available options: choose between the DL-60 with up to 40 hours of working time, and the DL-120 with up to 120 hours of working time.
- Customizable MPPT.
- Up to 80W of 24/7 energy support.
- Choose from 12V, 24V, 36V, or 48V optional generator options.

For DL-120 pricing, please contact sales@dtstechnology.com or call 1.800.803.1535.

BUNDLE 1:

A DL-60 Pro 2 / 4G LTE CAT-6 Model



1 Year of PepWave InControl2 Remote Management Platform

\$599

when activated on a qualifying Verizon 5G or 4G Business Internet Plan

BUNDLE 2:

A DL-60 Solar Powered Router



2 Fixed Position Security Cameras

\$799

when activated on a qualifying Verizon 5G or 4G Business Internet Plan

BUNDLE 3:

A DL-60 Solar Powered Router



A single PTZ Dome Camera - Smart 2K 4MP PTZ

\$799

when activated on a qualifying Verizon 5G or 4G Business Internet Plan

The DL-60 ▼



Download Customer-Facing Materials

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KNOW BEFORE YOU GO

- ▷ Configured to client specification. The DL-60 and the DL-120 Pro are fully configurable with peripherals matching customer requirements (LTE devices, security cameras).
- ▷ Targeted industries include:
 - ▷ Government/Municipalities
 - ▷ Public Safety
 - ▷ Security/Surveillance
 - ▷ Construction
 - ▷ Agriculture & Farming
 - ▷ Signage
 - ▷ Remote work locations



POTSLINQ

Upgrade your business communications with DTS Technology's reliable and cost-effective solution!

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.

3 Options for Upgrading



NOVATEL T-2000
FREE!

WITH A SPECIAL RATE PLAN OF \$20/MONTH

OLED display screen to present device information such as signal strength, network connection, etc.

AC wall charger and battery backup.



ATEL V810 AXIS POTS REPLACEMENT
\$49

WITH ACTIVATION ON A QUALIFYING VERIZON VOICE PLAN

LTE VoLTE access terminal with the purpose of replacing POTS lines

Ideal for home/office use

Features industry-leading Qualcomm chipset and 2 RJ11 ports.

Allows for connecting up to 2 devices on a shared line.



POTS LINE REPLACEMENT BOX
\$299

WITH ACTIVATION ON A QUALIFYING VERIZON BUSINESS INTERNET PLAN

Redundant power source featuring a 27000 mAh battery for up to 48 hours of power backup.

Connect up to 8 analog ports with simultaneous call paths.

Dual redundant connectivity with on-premises internet and built-in 5G/LTE modem for uninterrupted service.

Local LAN failover with PotsLinQ as an internet solution

Download Customer-Facing Materials

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KNOW BEFORE YOU GO

▶ All PotsLinQ solutions through DTS Technology require activation of a qualifying Verizon Wireless Data Plan. All pricing above is not inclusive of Verizon Plan.

A-LA-CARTE SOLUTIONS

from DTS Technology

All offers valid through 12/31/2023 or while supplies last. Available for all Verizon segments including public sector.



ADVANCED DEVICE EXCHANGE & EQUIPMENT PROTECTION PLAN

In the case of a faulty device supplied by DTS Technology we will reimburse or exchange your device. Provides additional protection against accidental spills and damages.

\$7.99/MONTH



MANAGED ROUTER SERVICE (REMOTE SUPPORT)

Service includes Safe Category Filters via DNS, Firewall protections, remote support and troubleshooting, plus advanced replacement.

\$49.95/MONTH



ADVANCED ON-SITE ROUTER INSTALLATION

DTS Technology will provide a technician visit at your business location to set up, configure, and train on new router installation. Includes re-creation of existing topography, troubleshooting, and adjustments to the network operation of existing services. We will work with your IT to establish connectivity and verify topography.

\$899

STANDARD ON-SITE ROUTER INSTALLATION

DTS Technology will provide a technician visit at your business location to facilitate deployment of a new LTE device. Service includes basic set up and training on how to do testing. Does not include any re-creating of existing topography, structural cabling services, or additional device setup.

\$399

MORE INFORMATION
1.800.803.1535



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Easy ways to order:

- Go to www.dtstechnology.com/business-internet-form and fill out our quick, convenient order form.
- Go to www.dtsdevices.com to order and receive your IMEI's instantly on-screen.
- Contact us through Slack.
- Contact us at sales@dtstechnology.com, or using any of the information on this page.

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