



move forward

## The Bittel Advantage

*There are a number of great reasons why Bittel is your best choice in communications solutions. It can be difficult to cut through all the hype, and make an informed decision. In this document, we outline some of the major advantages of Bittel.*

### We own the factory.

It's all in one place: Research and design, manufacturing, quality assurance and more. All directly managed by our own highly-trained workforce, not subcontractors. Because we control the process from beginning to end, you get better dependability and durability. Other companies may *claim* they own their own factories, but ask for proof. What you hear might surprise you.



### Built better to last longer.

Go ahead, open up one of our phones. Then take a look inside a phone from another manufacturer. We're confident you'll find that Bittel phones are designed and built better. From the unsurpassed quality of our circuit boards (we use epoxy-resin PCBs, not cheaper paper PCBs), to better quality components and more refined assembly processes, Bittel phones are simply built better. They reject RF interference and sustain extreme operating conditions better than any other hotel phone available.



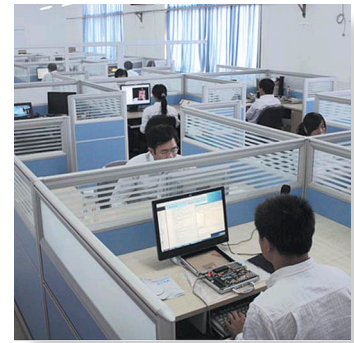
### Testing, testing, testing. Then even more testing.

No one goes to greater lengths than Bittel to ensure the highest quality in every product we make. All components and finished goods undergo an intense regimen of testing, from the moment components arrive at our factory doors right up until products ship. We subject our phones to a variety of environmental conditions: extreme heat and cold; high humidity and low humidity; salt spray; vibration tests; drop tests; lightning tests, and more. By the time your phones arrive at your site, they've really been put through the wringer.



## Engineered from the ground up.

Bittel has deep engineering resources (over thirty highly educated engineers) that architect and design everything we build, from the first schematics all the way through to final production. Our R&D team consists of the brightest engineering minds in the business. They're smart, motivated, and dedicated to designing the cutting edge solutions you count on to run your business. Only Bittel commits this amount of resources where it matters most: in the products.



## Double-injected keys that last longer. Way longer.

Instead of simply silk-screening numbers and letters on our keys (like some manufacturers do) we take the time to double-inject our keys in the manufacturing process, to ensure that keypads and function keys stay as legible as the day they were made, no matter how many times they've been pressed. It may seem like a small thing, but our process is so much better, it's an advantage you'll benefit from now, and way into the future.



## Magnetic hook switches for better reliability.

Many of our phones employ the use of magnetic hook switches. After more than twenty years of designing and building hospitality telephony solutions, we've found that perhaps one thing matters most: *reliability*. That's why we offer magnetic hook switches, which are much more dependable than mechanical ones. It's simple: there's nothing to wear out. So, no matter how many times your guests slam down the receiver, your Bittel phones just keep working and working.



## Full-service fulfillment and support.

Bittel Americas has a 14,000 sq. ft. office and warehouse facility based in San Jose, California, the heart of Silicon Valley. We're able to draw upon the brightest minds in technology to lead research and design, provide outstanding customer service, and pre- and post-sales support. Every member of our team is a seasoned hospitality industry veteran, many with more than fifteen years' experience in the industry. With key resources based in the US, and the power of Bittel China manufacturing resources, Bittel is uniquely positioned to deliver the quality and support you require.

