multi-link inc.

Lowering Cost While Maintaining Vital Services

U.S. GOVERNMENT APPLICATIONS

Executive Overview

In these difficult economic times government agencies are seeking to maintain vital services while keeping costs under control. Multi-Link, Inc. has provided cost-saving solutions for many public enterprises and Federal Government agencies including the United States Marine Corps and the Department of the Navy.

The Problem

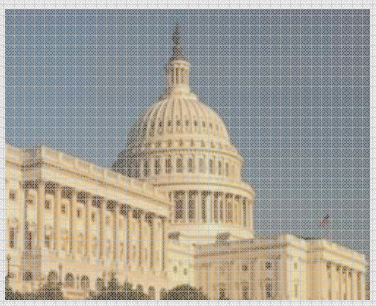
Containing costs is the number one issue facing government agencies today. Budgets are decreasing while demands for service are increasing.

Cost of Network Infrastructure:

Telecommunications costs are a significant budget item for many agencies. With the need to support hundreds of fax machines and remote data collection devices, each with its own phone line, costs can add up quickly. With each additional phone line costing approximately $50 per month, or $600 per year, this can dramatically affect the cost to operate remote equipment. As new programs come online monthly expenses skyrocket, while existing programs come under pressure to reduce costs.

“Getting the most from our taxpayer dollars requires ongoing attention and effort” states Peter R. Orszag, Director of the Office of Management and Budget (OMB).

Mr. Orszag continued, “Proposed efficiencies vary widely in size and scope – from a Defense department plan to save $52 million in FY 2010 by replacing the standard jet fuel used by the military with commercial jet fuel plus the military additives to a plan submitted by the National Highway Traffic Safety Administration to digitize its daily news clips – saving $1,000 per year for FY 2009-10.”



Government Applications

Government Buildings:

Time and Attendance Systems
HVAC Controls
Remote Lighting Control
Security Cameras and DVR’s
Parking Lot Surveillance
Gas, Electric, and Wind Power Meter Reading

Homeland Security:

Border Surveillance
Emergency Call Lines
Secure Access to Information Systems
Out-of-Band Connection to Critical Network Assets

Military:

Recruiting Stations
Base Operations
Time Clocks
Data Polling
Out-of-Band Network Support

"These savings reflect the President's belief that even small savings can add up," Orszag wrote on the OMB Blog, "…we hope that these steps will start to instill a culture of cost savings and care when it comes to using taxpayer dollars."

Limited Resources:

With budget cuts and pressure on existing resources, it is more important than ever before for personnel to make efficient use of their time. Managing remote applications frequently puts maintenance staff out of contact for hours at a time, resulting in expensive overtime labor rates. The cost of gas and vehicle maintenance for getting to remote locations to reset or cycle equipment continues to rise adding additional strain on already tight budgets.

The Solution

Multi-Link offers a suite of "Made in the USA" products that allow you to eliminate telephone lines as well as remotely control and reboot equipment. The savings in time and more efficient utilization of limited resources will stretch precious budget dollars.

Installing The Stick®, a telephone line sharing device, wherever multiple lines are required can reduce expenses by thousands of dollars. Many times each location is able to reduce the requirement for two or more phone lines, saving of $100-$150 per month, or more.

The Power Stone® provides the unique ability to power cycle remote equipment. Data collection equipment, which needs to operate only minutes per day, can be powered on remotely saving energy and wear. In addition, technicians can restart equipment from the office, avoiding the cost and time for a service call to remote sites.

In the private sector customers are saving thousands of dollars utilizing Multi-Link solutions. One such company has over 4,000 units installed in a variety of locations saving $2.4 million a year in reduced telecom charges.

Example 1

The U.S. Marine Corps maintains thousands of recruiting stations all over the United States. The cost of maintaining these stations is expensive and includes multiple phone lines for voice and data.

In an effort to reduce costs the recruiting stations sought a solution that would reduce costs while maintaining the same level of service.

The Stick®

Phone Line Sharing Device

BENEFITS

- o Saves money by eliminating unnecessary phone lines
- o Automatically directs calls to phone, fax, or modems for network support
- o Add equipment without adding phone lines
- o Secures Access to Remote Information Systems

APPLICATIONS

- o Out-of-Band Network Access
- o Energy Management Controls
- o Point-of-Sale System Integration
- o Modem Polling
- o Fuel Tank Monitoring
- o Automated Meter Reading
- o Remote Office
- o Service Port Access
- o Remote Equipment Maintenance

FEATURES

- o Automatic Fax Detection
- o Barge-In Protection
- o Fully Programmable
- o Manual Transfer Capacity
- o Programmable Security Access Codes
- o Bell Spec Ring-Back Tones
- o Non-Volatile Memory
- o Remote Programming & Diagnostics
- o Compatible with Phone Systems
- o One Year Limited Warranty

The Marines installed 1,100 Multi-Link phone line sharing devices in its recruiting stations, thereby sharing a fax line with their remote dial-up modems for a fraction of the cost of a dedicated phone line.

By implementing the Multi-Link solution the USMC is expected to save an average of $50 per telephone line for an approximate savings of $660,000 a year.

Example 2

The U.S. Navy maintains wellness and recreation centers all over the globe. Data from new time clocks installed could be downloaded remotely from each location; however, a phone line would be needed to poll the clocks adding an additional cost of an average of $50 per telephone line.

The Stick® eliminated the need to add a dedicated phone line with their new time clocks. In the Navy's case, the purchase and installation of nearly 400 new lines and the associated cost of $240,000 per year was prevented.

Summary

In today's economic environment successful government operations will require innovative solutions to maintain their levels of service and ensure the operations of vital systems. New back office IT applications can provide advantages, but can also introduce new costs. By carefully examining the requirements of branch operations it is possible to save thousands of dollars in annual operational costs.

To find out how much money you can save, download the Multi-Link cost savings calculator at www.multi-link.net.

The Power Stone®

Remote AC Power Controller

BENEFITS

- Saves Money - The Power Stone pays for itself with one saved service visit
- Reduces Downtime - One phone call can correct problem equipment in minutes
- Protects Equipment - Leave equipment off until needed. Reduces power consumption and hacker exposure.
- Installs on Existing Phone Line - No need to pay for dedicated phone line

APPLICATIONS

- Routers
- DSL Modems
- Time and Attendance Systems
- Automated Teller Machines
- Internet Kiosks
- Network Equipment
- Digital Video Recorders
- Voicemail Systems
- Equipment Under Service Warranty
- Out-of-Band Network Management

FEATURES

- Automatic or Manual Operation
- Programmable Security Access Codes
- Power Status Read Back
- Touch Tone Programming
- 120VAC/15 Amp Rating

The Stick Technical Specifications

Model Number	**STK29112**
Product Dimensions	**Height: 2.40”** **Length: 8.15”** **Width: 1.40”**
Input Power Requirements	
At AC Transformer:	**110-125 Volts AC 50-60 Hz**
At Power Jack on The Stick:	**12/14 Volts AC** **14/16 Volts DC**
Power Consumption	**6.2 Watts**
Power Consumption at Standby	**Approx.44mA @ 12 VDC** **Approx. 50mA AC at 120VAC**

CO Interface

Ringer Equivalence Number: 0.5B

Input Ring Detection: 40-150 Volts AC, 15 RMS AC

Ringing 2KOhm Imp. (REN4.0):Approx 55.0 Volts RMS AC

Ringing 1.8K Ohm Imp. (REN5.0):Approx 49.5 Volts RMS AC

The Power Stone Technical Specifications

Model Number	PST59102
Power	120 VAC plug in (60 Hz)
Switching Contact	120/12 VAC 15A with reset breaker 1800W, 600W incandescent.
Interrupt Modes	Automatic on ring detect. Manual pick up with security code.
Switching Auto	Reboot (15 sec off, then on) Toggle (on or off) Power on call then off after hang up + 2 min.
Switching Manual	Key Pad 4 or 6 digit security code command (on/off)
Manual Override	Push button (on/normal operation)
Power and Relay Status	LED; Remote audible read-back
Ringer Equivalence	1.1 B
Physical:	3.4" W x 1.8" D x 6" H, 1 lb

Multi-Link Inc. makes affordable, cost-cutting telecom equipment for a wide variety of commercial, government, and residential applications. With over 25 years of experience, we have earned a reputation as a leading manufacturer of money-saving telecom solutions. Hundreds of companies, from SOHO to Fortune 1000, domestic and international, have installed thousands of our products to reduce monthly phone bills and associated costs.

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