



The Deltapath® frSIP® Unified Communications Platform

Enterprise Edition

Aming Kuo, Taiwan Sales



Video-Focused Vertical Unified Communications Provider

Serving top-tier enterprises spanning across **94 countries**

15+ Years
Industry Experience

400+ Projects
Enterprise UC projects completed

500,000+ Endpoints
Connected worldwide



MONEX GROUP



Fact Sheet



15 Years of Experience
in designing Unified Communications products

ANALYST

Gartner
Vendors to Watch

AWARDS



Polycom Technology
Innovation Award Grand Prize



STRATEGIC PARTNERS



The only third party product in the market that connects all Polycom infrastructure and endpoints natively.



O365 Connector is the only product in the market that can bridge business phone lines to O365 E1, E3, and E5.

Building the Cloud Infrastructure for Telecommunications Providers

» We power some of the world's largest telecom to offer UC cloud services

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Over 1000 enterprise customers worldwide, connecting over **600,000 endpoints** across **94 countries**



OUR NICHE

- » Video Communication
- » Workflow Integration
- » Interoperability between UC islands
- » Filling in the gaps of the big players



INDUSTRY VERTICAL SOLUTIONS



Education



Banking & Finance



Hospitality



Retail



Serviced Office

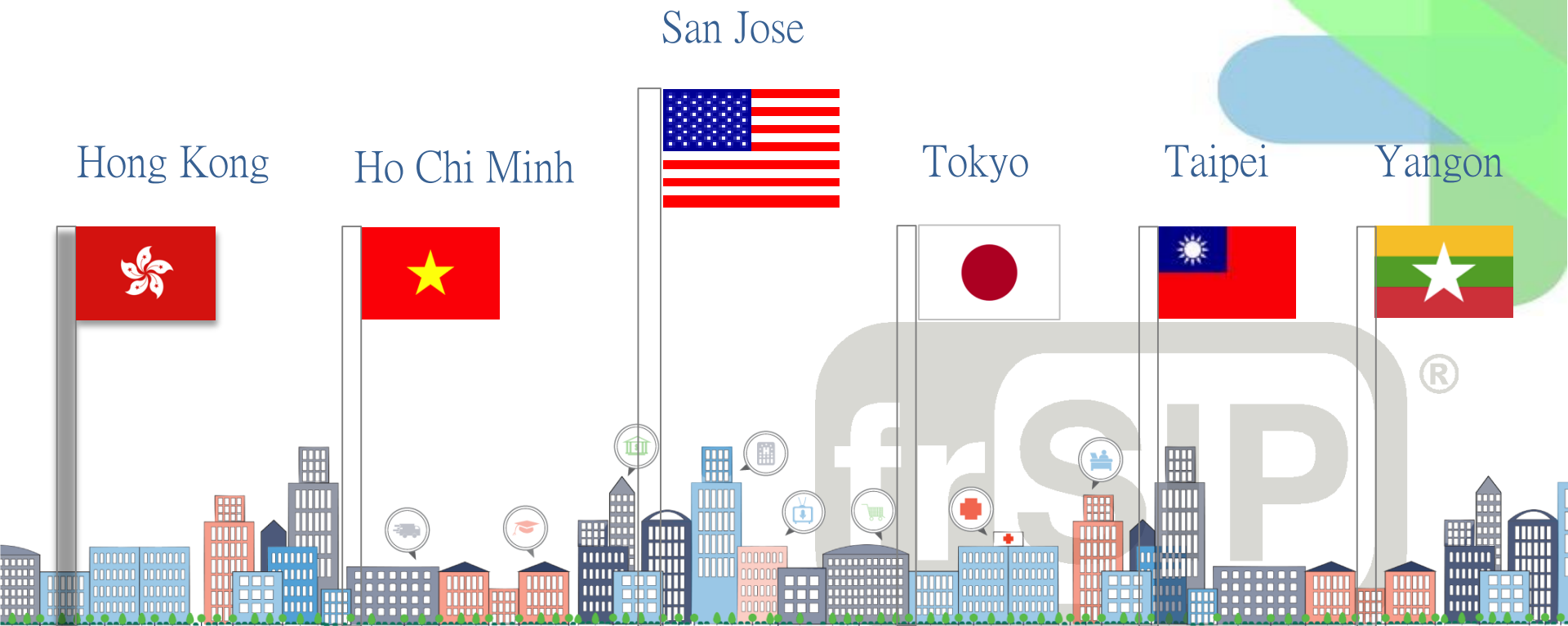


Healthcare



Contact Center

Our Presence



Trusted by customers

Technology



FSI



Oil & Gas/Energy



Healthcare



Government



Retail/Service



Education



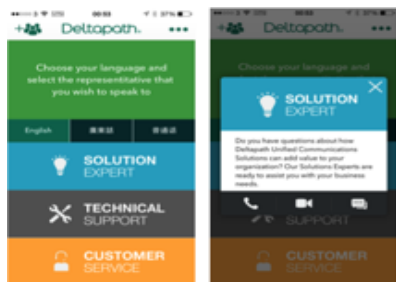
Others



行業解決方案APP



Inteam- Push-to-talk/Alarm notification



Csmile- Video Contact Centre



UnionPay GoMeeting- Audio/Web Conferencing



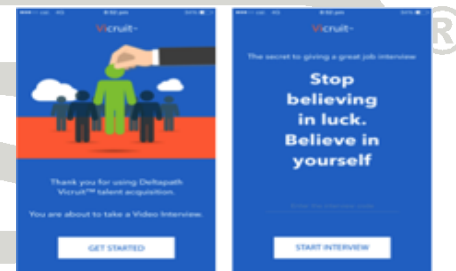
Physician on-duty receives an emergency call from a nurse via the frSIP Acute app on his own smartphone.

frSIP Acute™ is powered by **frSIP**



Nurses and physicians on-duty will receive calls from an in-bed patient via the frSIP Acute mobile app. Relevant patient data and call nature are shown before the call is even answered. In emergency, the app will generate a special audio alert and override any call in progress.

frSIP Acute- Telemedicine



Vruit- Video Recruitment

Deltapath frSIP UC Platform

VoIP PBX 功能



語音會議橋
最大容納256人



互動式語音應答
無限制



語音信箱、
傳真



SIP phone
Auto provision



用戶自主管理



視訊功能



行動APP，免License，可使用手機進行
點對點視訊，多方語音會議，與交換機
整合，變為行動分機



PC or NB使用，可以進行視訊會議，簡
報分享



Included SBC(NAT穿越)
Virtual meeting
Support H.323



內建Firewall

Basic Features Highlight and Model



frSIP 一共有3個module

- 1.T32 100 User, 32 Concurrent
- 2.T256 300User(可擴充到1,500User) , 256 Concurrent
- 3.T512 1000User(可擴充到6,000User) , 512 Concurrent
- 4.Software 25~10,000 User

Add On Software Licenses

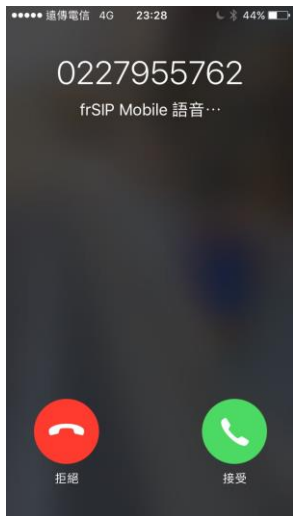


1. License模組
2. 提供豐富的API
2. 可客制化APP，目前有frSIP, Csmile(手機版客服APP)

手機APP (IOS/Android)



frSIP Mobile



待機接聽



無需常註程式



分機互撥、轉接



撥打市話



多方會議電話



IM

Auto provisioning



Polycom® SoundPoint® Series IP Phones (Support all Polycom® SIP Phone
Polycom® Realpresence® Trio 8800



Cisco® IP phones model 7821, 7911, 7912, 7940, 7941, 7942, 7945, 7960, 7961, 7962, 7965,
7970, 7975, 9951, DX80, SX10, SX20



ErisTerminal™ SIP VSP715A, VSP716A



Audiocodes IP phones 310 HD, 320 HD, 420 HD, 430 HD, 440 HD



Alcatel 8001



Yealink® IP phones SIP-T18P, SIP-T19P, SIP-T22P, SIP-T28P, SIP-T46G, SIP-
VP530



Grandstream BT101, BT102, GXP-2000



Deltapath 100% Web管理介面

frSIP - Video & Voice Unified Communications Platform

Deltapath Limited - Taipei
台北市大同區重慶北路二段243
號13樓

Alarm Monitor	Call Accounting	Configuration	Equipment	IVR	Numbering Plan	Push To Talk	System Status
Audit Trail	Call Centre	Customer	Gateway	License	Outbound Contact Centre	Reporting	Tools
Building Management System	Call Recordings	Debug Tools	H.323 Gatekeeper	Network	Personal Settings	SIP Trunk	User
CRM	Conference	E911	Health Care	Network Security	Phonebook	Skype for Business	Virtual Meeting

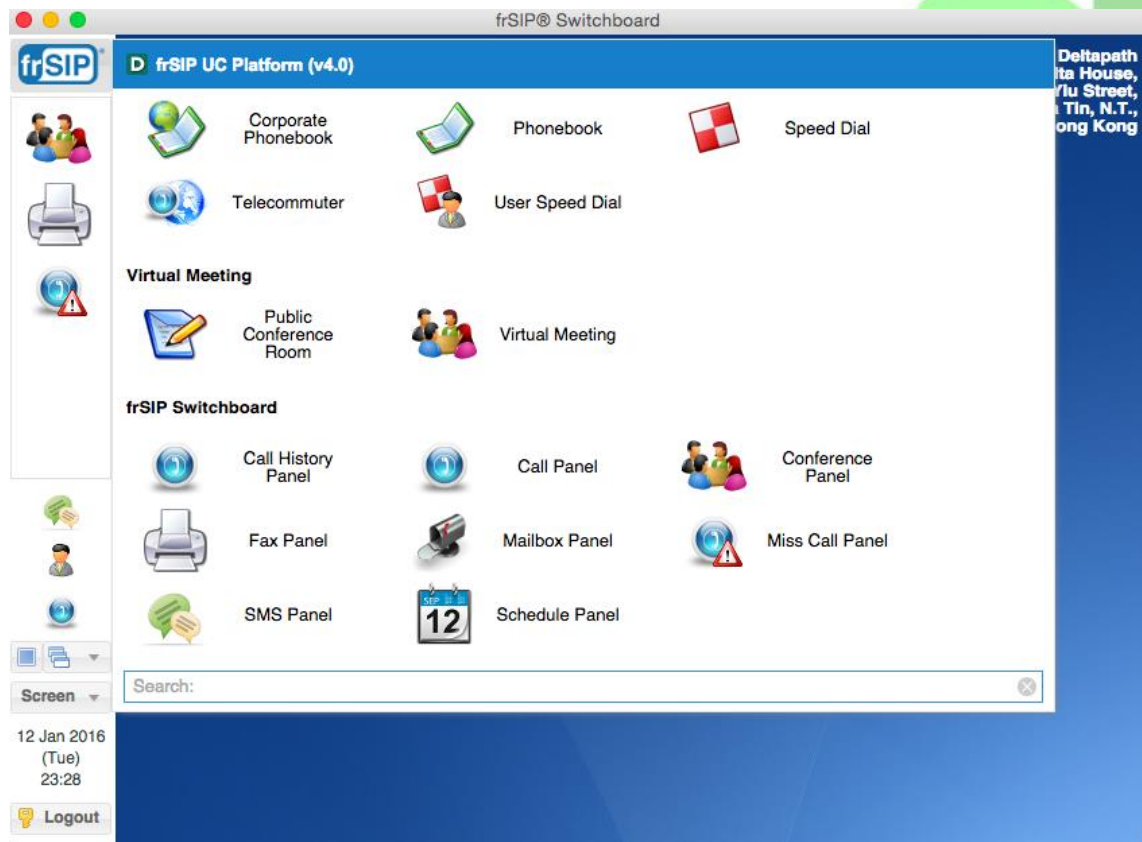
v3.3

frSIP

5 May 2016 (Thu) 17:21

Switch Board 用戶自主管理

- 1.接收/發送傳真
- 2.會議邀請
- 3.個人電話管理
- 4.IM
- 5.分機狀態
- 6.未接來電查詢
- 7.撥打電話
- 8.電話簿
- 9.Voice/Video mail聽取
- 10.會議招集
- 11.共振管理
- 12.錄音





DDoS ATTACKS

Have you protected your data?

Under 100 Users Package



frSIP Platform : 含25 Users

PBX功能

Conference Bridge 語音會議室
IVR 自動總機
SMS 語音信箱
SIP 電話註冊
FAX 傳真
電話簿
DID
SBC/NAT

行動APP frSIP Mobile

iOS 7.0以上 Andorid 4.0以上
電話簿
4方語音會議
電話轉接
1 on 1 視訊
Phone & PAD 均可以註冊

Windows/MAC

Switchboard Polycom RPD Eyebeam X-Lite Linphone

Under 200 Users Package



frSIP Platform : 含25 Users

PBX功能

 語音會議室	 自動總機	 語音信箱	 SIP 電話註冊	 傳真	 電話簿	 DID	 SBC/NAT
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行動APP frSIP Mobile

 IOS 7.0以上	 Andorid 4.0以上	 電話簿	 4方語音會議	 電話轉接	 1 on 1 視訊	 Phone & PAD 均可以註冊
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Windows/MAC

 Switchboard	 Polycom RPD	 Eyebeam	 X-Lite	 Linphone
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Up to 300Users Package



frSIP Platform : 含300 Users

支援HA架構



Case study: 德事商務中心

頂級服務式辦公室



THE EXECUTIVE CENTRE
德事商務中心



台灣101大樓37層及57層

遠企商業大樓

全球共67個據點均使用Deltapath frSIP UC平台

Value-added by Deltapath

- ✓ Cisco話機能自動供裝
- ✓ 計費系統(可針對不同公司出帳單)
- ✓ 錄音
- ✓ 音語會議室
- ✓ Low TCO
- ✓ Call Centre
- ✓ 取代Cisco Call Manager



德事商務中心－整合架構圖



- ✓ Service office
- ✓ IVR
- ✓ Billing report
- ✓ Cisco phone auto provisioning
- ✓ Call Centre
- ✓ One System

Case study: 鳳凰旅行社

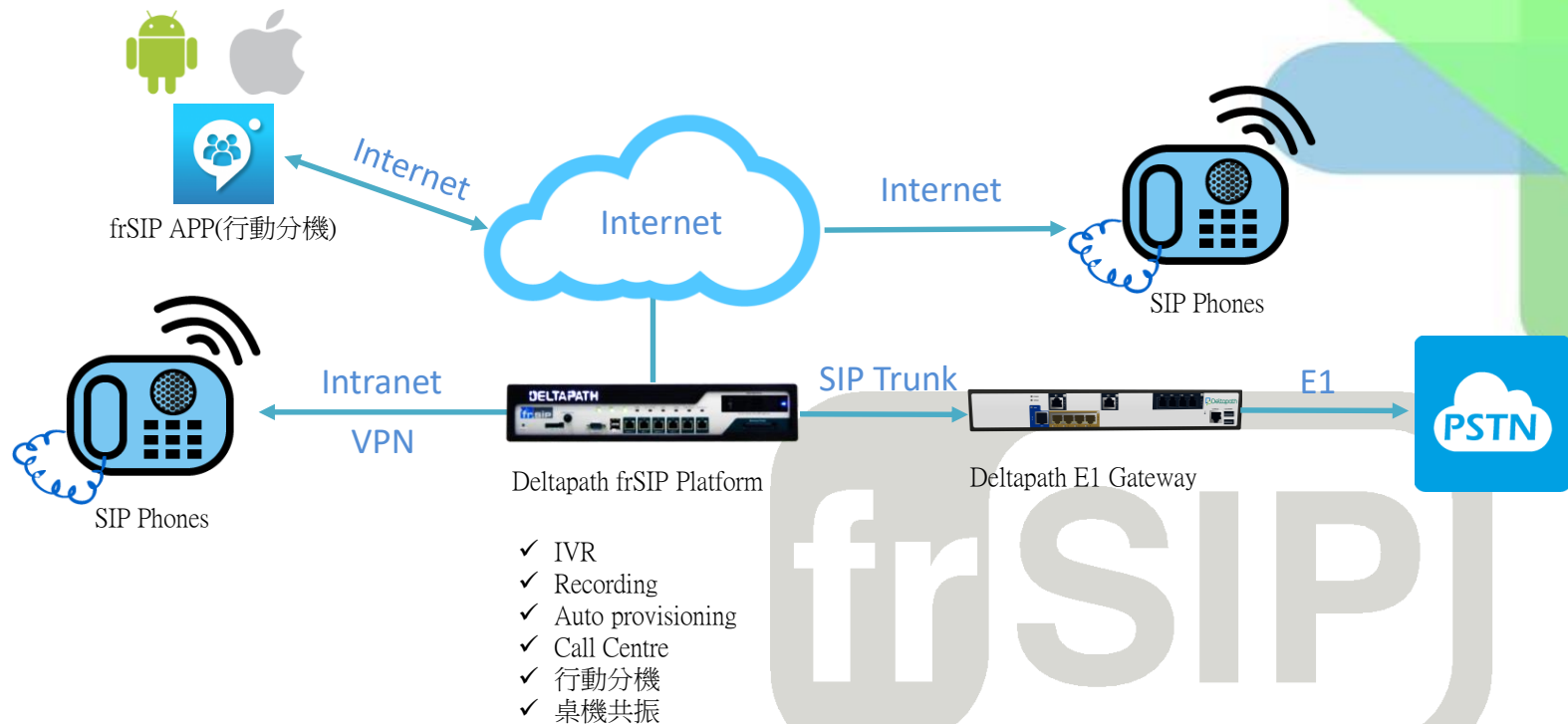
全台首家上市旅行社



Value-added by Deltapath

- ✓ 行動視訊
- ✓ 100%的SIP標準通訊協議的基礎.
- ✓ 超過300支IP Phone 連接到 Deltapath PBX
- ✓ 語音會議室
- ✓ 無限制的IVR
- ✓ Call Centre model
- ✓ 錄音
- ✓ 只需要管理一套系統就可以達成以上需求/功能

鳳凰旅行社－整合架構圖



Case study: 和泰興業 (大金空調)

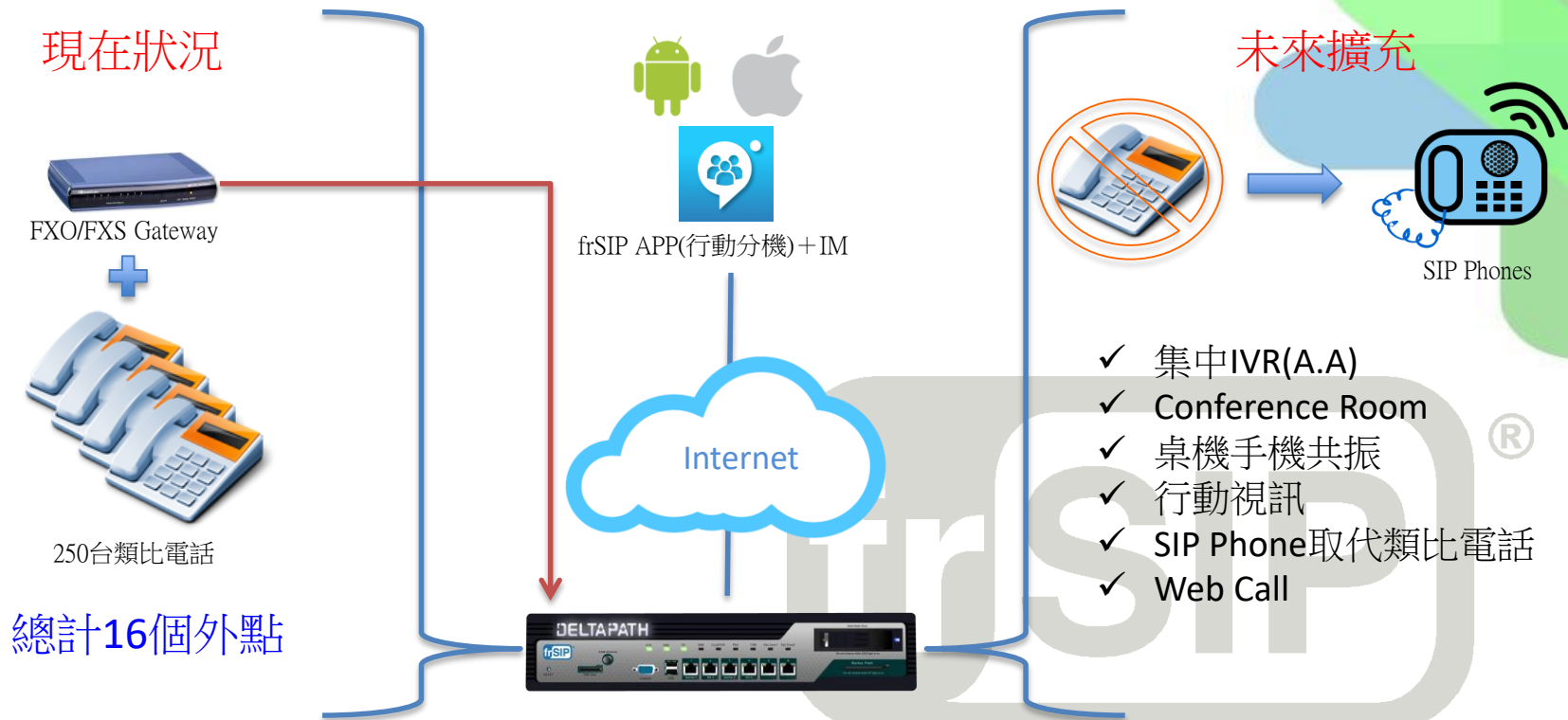
大金空調台灣總代理



Value-added by Deltapath

- ✓ 行動視訊
- ✓ 超過300支Mobile Phone, 行動分機
- ✓ 語音會議室
- ✓ IM 文字訊息
- ✓ 透過frSIP APP, 可以全省分機互撥
- ✓ 串連全省Nortel PBX

和泰興業 (大金空調) – 整合架構圖



Case study: 國泰商旅股份有限公司

HOTEL COZZI 和逸



國泰商旅

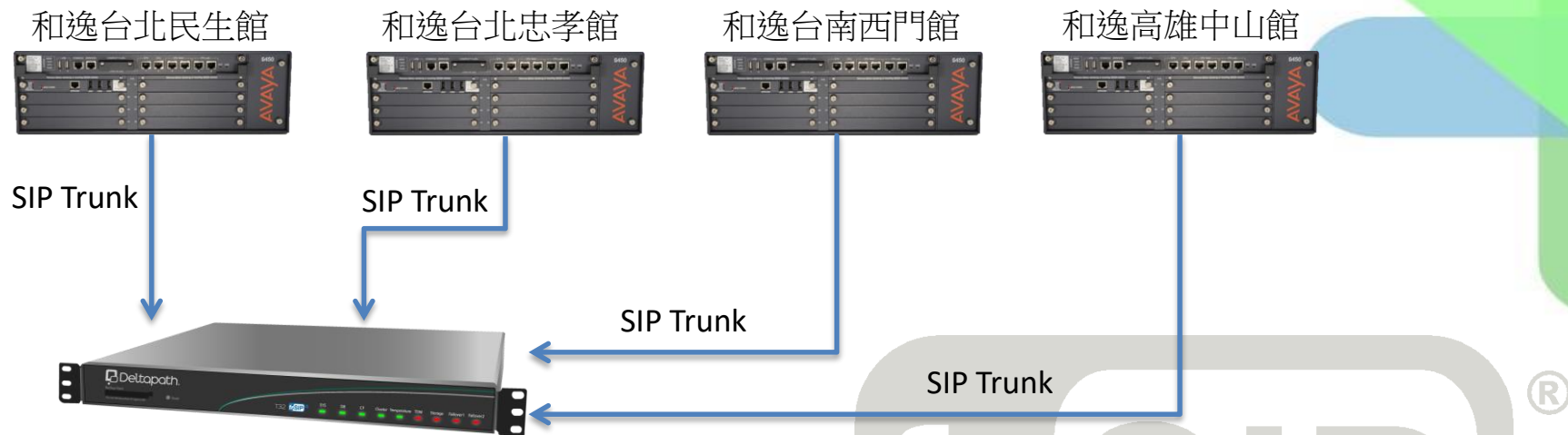
Cathay Hospitality Management

The warmest service
貼心服務 來自國泰商旅

Value-added by Deltapath

- ✓ 整合全省6間飯店訂房電話
- ✓ 15席Call Center人員
- ✓ 錄音
- ✓ 即時監聽、協調、悄悄話
- ✓ frSIP Mobile 行動分機
- ✓ IM 文字訊息
- ✓ 串連Avaya PBX

國泰商旅－整合架構圖



- ✓ 將訂房專線080及Local訂房專線導向Deltapath
- ✓ 15席客服人員
- ✓ 30個行政人員使用共振+IM
- ✓ Call Recording

Call Centre 功能

- ✓ 側聽、介入、悄悄話
- ✓ 分Skill(語言)
- ✓ 基本報表
- ✓ 基礎CTI功能

Case study: 信元企業股份有限公司

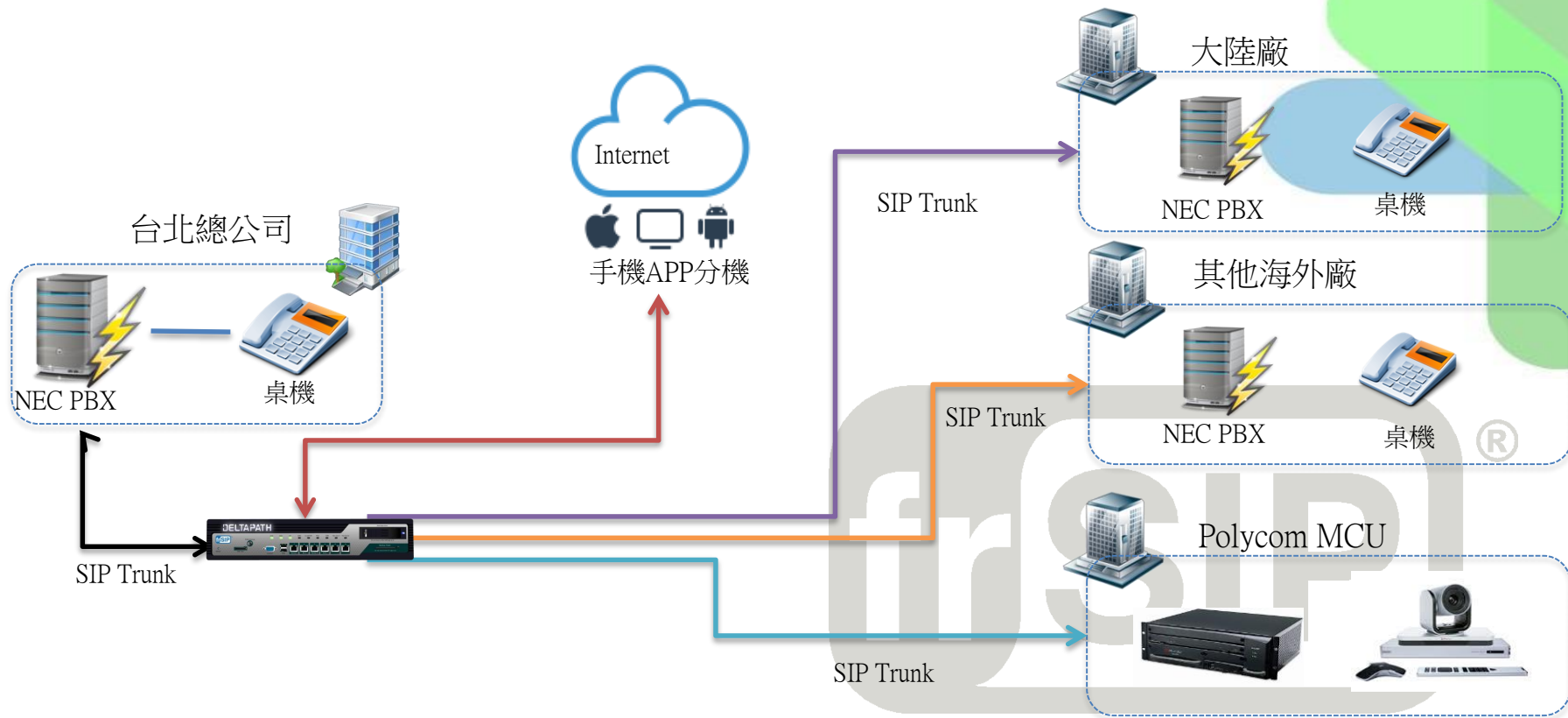
打造世界一流的運動服裝



Value-added by Deltapath

- ✓ 將NEC PBX 結合Polycom 視訊設備
- ✓ 行動分機APP
- ✓ 全球分公司使用frSIP APP與現有NEC PBX 整合
- ✓ 視訊及PSTN整合
- ✓ UP to 100 Users

信元企業－整合架構圖



欣興電子股份有限公司



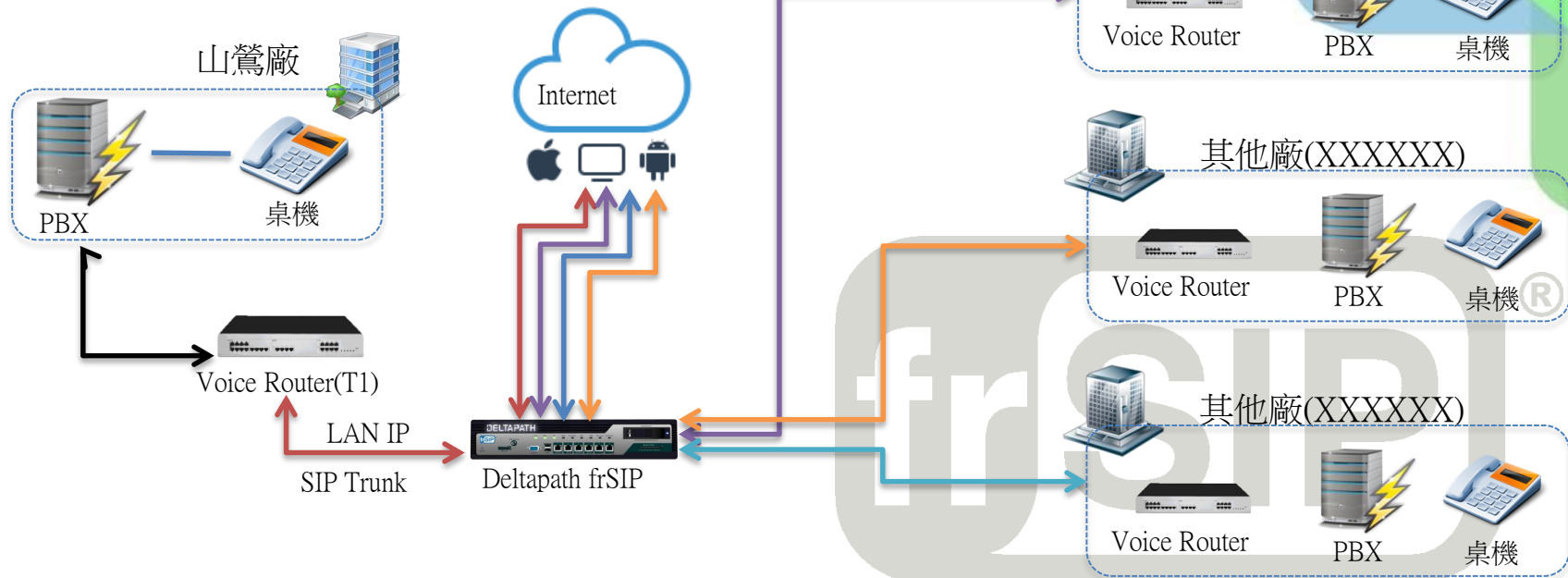
Value-added by Deltapath

- ✓ 將NEC(6XXX)系列 PBX 結合Cisco Voice Gateway，做到分機振共
- ✓ 行動分機APP
- ✓ APP To APP 可共振到NEC PBX
- ✓ UP to 100 Users



欣興電子－共振整合架構圖

- ✓ 建議先了解有多少人需要使用“共振功能”
- ✓ 將全部的Gateway加設一條路由到frSIP上
- ✓ 需改變部份Routing路由，將frSIP上分機和桌機同號
- ✓ 由frSIP派送共振訊號(如山鶯廠現在撥84XXXXX)



Case study: 盛匯信息科技-台灣分公司

BANCLOGIX SYSTEM CO., LIMITED



Lost in Translation

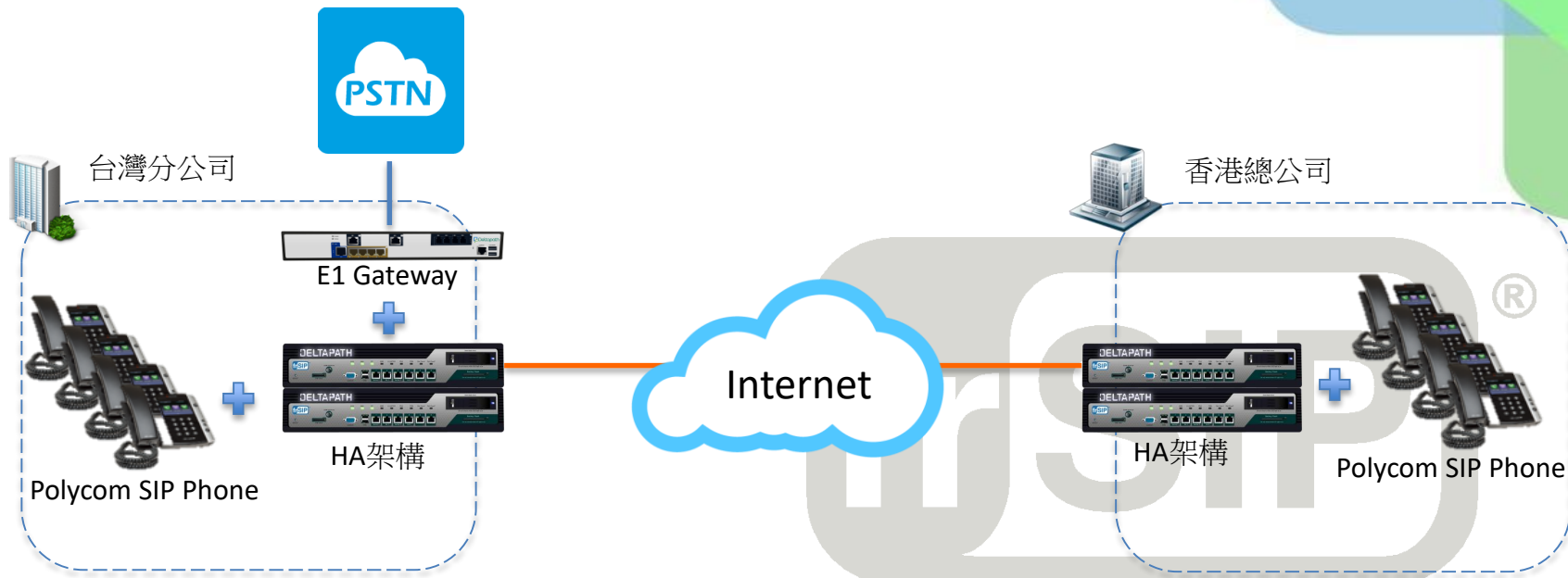
Are you frustrated with consultants and software vendors who cannot communicate in your own language?

[Read More](#)

Value-added by Deltapath

- ✓ 全球均使用Deltapath UC
- ✓ 錄音
- ✓ Polycom SIP Phone
- ✓ frSIP Mobile 行動分機

盛匯信息科技(台灣分公司)－整合架構圖



Case study: 高速公路－雪山隧道



Value-added by Deltapath

- ✓ 視訊緊急電話
- ✓ 全線共60組視訊電話
- ✓ 錄音
- ✓ 串連Alcatel PBX

Case study:蘇花公路－蘇花隧道



Value-added by Deltapath

- ✓ 視訊緊急電話
- ✓ 全線共50組視訊電話
- ✓ 錄音 / 錄影
- ✓ 串連Alcatel PBX

Key Customers in the Mainland China



中国石油集团川庆钻探工程有限公司
CNPC Chuangqing Drilling Engineering Company Limited



中国人民人寿保险股份有限公司
PICC LIFE INSURANCE COMPANY LIMITED



中国海洋石油有限公司



中国·深圳海事
ShenZhen Maritime Safety Administration Of P.R.C



中信银行
CHINA CITIC BANK



大聯大集團
WPG Holdings
Winning Partner Grouping



中国人民银行



四川省气象局
www.scqx.gov.cn



深圳出入境检验检疫局
SHENZHEN ENTRY-EXIT INSPECTION AND QUARANTINE BUREAU



CETC 中国电子科技集团公司
China Electronics Technology Group Corporation

Case study: UnionPay GoMeeting



Value-added by Deltapath

- ✓ Provide the convenient internet conference with value-added services to UnionPay commercial cardholders
- ✓ Help the businesses better communicate with their employees, partners and customers,
- ✓ Offer voice, instant messaging and content sharing on smartphone, tablet or computer, by Deltapath

Deltapath's Virtual Meeting solutions enables Unionpay to offer Collaboration service to Commercial Account cardholders.



Case Study: KVB Kunlun



KVB Kunlun
昆 侖 國 際

Background:

- KVB Kunlun is an international financial services corporation with operations in Hong Kong, Beijing, Taipei, Sydney, Melbourne.
- Deployed Deltapath UC system in Hong Kong office since 2015, will expand to other offices as a standard

Why choose Deltapath:

- Mobility – frSIP Mobile App
- Saving cost on roaming
- Call recording can be enabled for mobile users
- Open standard platform for VC devices and phone sets

Case Study: Sun Hung Kai Financial



We serve with professional integrity

Background:

- SHKFL has two core business segments, Wealth Management and Brokerage, and Capital Markets. It has extensive branch and office network in Hong Kong, Macau, and Mainland China
- Deploy Deltapath UC system in Hong Kong office and explore to become the corporate standard

Why choose Deltapath:

- Mobility for executive users
- Saving cost on roaming
- Call recording can be enabled for mobile users
- Open standard platform for VC devices and phone sets

Case Study: NAB Private Wealth Advisory



Background:

- wholly-owned subsidiary of NAB, specialise in financial planning and investment solutions for local residents and expatriate Australian customers in Hong Kong.
- Office expansion and relocation

Why choose Deltapath:

- Mobility – frSIP Mobile App
- Saving cost on roaming
- Call recording can be enabled for mobile users
- Work perfectly with Polycom VC devices and phone sets

Case Study: Monex Boom Securities (H.K.)



What they like about Deltapath frSIP:

- Integrated Call Center and CRM functions
- Channel incoming customer calls to the correct groups of agents base on selected options.
- IVR
- Call Recordings for compliance
- Integrates with their in-house Business Applications



- Headquartered in Miami; an international insurance company



What they like about Deltapath frSIP:

- Integrated Call Center and CRM functions
- Call Recordings (essential for them to deal with transaction delay)





- Connecting to the Mainland China
- Located at Wanchai and Guangzhou



What they like about Deltapath frSIP:

- Integrated Call Center and CRM functions
- Call Recordings



Deltapath's clients in Japan

Preferred unified communication technology partner of large enterprises in Japan



ACCORDIA GOLF



佐藤金属株式会社



(財)日本医療機能評価機構「病院機能評価」認定病院

群馬大学医学部附属病院



国立大学法人
福井大学
UNIVERSITY OF FUKUI



サクラ精機株式会社

Case Study: Hospitals

Effectively enhance the quality of patient care and patient flow



- Instant patient data / status feed
- Emergency alert configurations



Physician on-duty receives an emergency call from a nurse via the frSIP Acute app on his own smartphone.

frSIP Acute™ is powered by 



Nurses and physicians on-duty will receive calls from an in-bed patient via the frSIP Acute mobile app. Relevant patient data and call nature are shown before the call is even answered. In emergency, the app will generate a special audio alert and override any call in progress.

- Nurse-call system integration
- Physician, translator, and patient conferencing

University of Fukui Hospital



- A national hospital of Japan located in Fukui Prefecture
- 600 beds and comprises 25 Clinical Departments, 4 Central Clinical Facilities, and 12 Special Clinical Facilities.
- Pilot hospital for national university communications upgrade plan

“Deltapath helped to streamline our patient care workflow and successfully minimized the time required to notify a physician of a patient emergency.”

Professor Yoshinori Yamashita, Head of the Department of Medical Informatics at Fukui University Department of Medical Sciences

Deployment

- Over 3000 smartphone running frSIP Acute mobile app for phone communication within the hospital
- Video IP phones at all nurse stations
- SIP integration to Carecom Nurse Care

Value-added by Deltapath

- Mobility features for physicians and nurses to handle medical emergencies
- Video communication between physicians and nurses
- Presence support for nurses to learn about each other's status
- See patient data and call nature whenever patient calls nurse for help.



News Coverage

The Vice-Minister General of Japan personally visited the University of Fukui Hospital to observe how Deltapath's telemedicine solution intelligently improved patient care.

Corresponding video broadcasted on national news:



Customer Success Story: The Vice-Minister General of Japan highly complimented on hospital's smart application of ICT technologies in the clinical environment.

frSIP® Acute™ Telemedicine

In the event of an emergency, nurses can press the emergency button and frSIP Acute will trigger a call to the physicians on-duty; prompting the patient's data and override any calls in progress with an emergency alert tone until the call is answered by one of the physicians.

The physician will also be able to communicate instantly with the responding nurse on-scene. Physicians and nurses will also have access to lab results, status feed from monitoring equipment, radiology reports and patient data.

Gunma University Hospital



- A national hospital of Japan near Tokyo in Gunma Prefecture
- 700 beds and comprises 28 Clinical Departments
- Pioneer in adoption of clinical technology

“Deltapath helped us to consolidate and integrate patient records, biometric device alarms, and nurse call into a single system with a single mobile app.”
Professor Yuichiro Saito, Head of the Department of Medical Informatics at Gunma University Graduate School of Medicine