



## The first in Safety IoT

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Protecting people and linking device management with building intelligence to create the next-generation platform for mass notification.

# All the features you need for legacy system pricing

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## Transparent Pricing Overview



### Problems with today's systems

- ✗ Expensive endpoint license fees that continue to increase as you expand
- ✗ Broken communication - Multiple systems needed becomes overkill and expensive to purchase and maintain
- ✗ Recurring costs come out of operating budgets (OpEx)
- ✗ Existing "IP" or "Digital" systems are too expensive
- ✗ Retrofitting existing buildings is cost prohibitive



### Wahsega's solution

- ✓ No endpoint licensing fees
- ✓ Capital expenditure friendly pricing model
- ✓ 50% reduced installation costs
- ✓ Future Proof - Protects your investment
- ✓ A single solution for full coverage

## Carina ROI

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**72% less IT time  
managing and testing**



**10x less power  
consumption**



**3x more frequent  
new feature  
releases**



**5x reduction in repair &  
maintenance costs with  
IoT monitoring**

# Think you can't afford IP?

For less than the cost of a legacy system you too can have a next generation Mass Notification system

## 125 Talkback Speaker Deployment Example

Products	Wahsega	Legacy (Analog)	Digital Competitor
Server Hardware	\$1,699	\$24,375	\$14,375
Server Software	\$2,899/yr	\$225	\$1,840
Server Maintenance Fee	\$0	\$0	\$1,441/yr
Speaker Endpoints	\$43,000	\$18,194	\$170,000
70V Amps	N/A	\$2,811	N/A
Endpoint License Fees	\$0	\$0	\$12,953
Endpoint Maintenance	\$0	\$0	\$4,383/yr
PBX Hardware & License Fees	\$999	N/A	\$23,438
Technical Support	\$0	4 hours = \$210	4 hours = \$1,025
Cabling Labor	\$21,094	\$39,063	\$39,063
<b>YEAR 1 TOTAL</b>	<b>\$69,691</b>	<b>\$84,667</b>	<b>\$267,491</b>
<b>YEAR 2+ TOTAL</b>	<b>\$2,899/yr</b>	<b>\$0</b>	<b>\$5,778/yr</b>

## 32 Talkback Speaker Deployment Example

Products	Wahsega	Legacy (Analog)	Digital Competitor
Server Hardware	\$699	\$24,375	\$14,375
Server Software	\$799/yr	\$225	\$0
Server Maintenance Fee	\$0	\$0	\$1,310/yr
Speaker Endpoints	\$11,008	\$4,479	\$43,520
70V Amps	N/A	\$562	N/A
Endpoint License Fees	\$0	\$0	\$3,360
Endpoint Maintenance	\$0	\$0	\$680/yr
PBX Hardware & License Fees	\$399	N/A	\$6,000
Technical Support	\$0	4 hours = \$210	4 hours = \$1,025
Cabling Labor	\$5,400	\$10,000	\$10,000
<b>YEAR 1 TOTAL</b>	<b>\$18,305</b>	<b>\$39,079</b>	<b>\$79,245</b>
<b>YEAR 2+ TOTAL</b>	<b>\$799/yr</b>	<b>\$0</b>	<b>\$1,990/yr</b>

# Why Existing Public Address Systems are Broken

70% of schools (organizations) are looking to upgrade within the next year. Here are a few reasons why:

- Multiple systems required for better coverage
- Integration issues between systems
- Audio intelligibility inside and out
- People cannot easily reach out for help
- Timely detection of facilities issues
- Losing operation during power/internet outage

## Carina provides all the features you need for a safer, smarter facility

Feature	Wahsega	Legacy	Digital
<b>LIFE SAFETY &amp; REACH</b>			
Power Outage Operation	✓	✗	✗
Internet Outage Operation	✓	✓	✓
Great Audio Quality	✓	✗	✓
ADA Compliance	✓	✗	✓
Lock Two Doors per Endpoint	✓	✗	✗
Door Monitoring	✓	✗	✗
Panic Button Functionality	✓	✗	✗
Pre-configured Alerts	✓	✗	✓
<b>MONITORING &amp; MANAGEMENT</b>			
Future Proof	✓	✗	✗
End point health monitoring	✓	✗	✗
Simplified Installation	✓	✗	✗
Adjustable Zones	✓	✗	✓
Remote management	✓	✗	✗
Simplified Installation	✓	✗	✗
Building Health Monitoring	✓	✗	✗
<b>DAILY USE</b>			
Calendar Scheduler	✓	✗	✓
Secondary Room Speaker	✓	✗	✗
Streaming Background Music	✓	✗	✗
Local Classroom Audio	✓	✗	✓
Hands-Free Talkback	✓	✗	✓
Privacy Sound Masking	✓	✗	✓
Wireless Microphone Support	✓	✗	✓
Supports lesson capture	✓	✗	✗

# Protect Your Investment

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To keep up with today's threats, a Mass Notification system should be a living and breathing platform that continues to grow with new features as time goes by.

The Carina Safety IoT platform was designed from the ground up to do just this.

- ✓ Feature-rich releases at no additional cost
- ✓ Built and backed by a team of engineers
- ✓ Continuous improvement to always protect your peace-of-mind

## Carina Cloud

The hybrid Carina Cloud platform allows administrators can easily manage, test, diagnose and upgrade the Carina system from anywhere. Designed for reliability, the system will continue to fully operate during an internet outage.

The Carina Cloud enables all users to enjoy the following benefits:

- ✓ Carina Server Software
- ✓ New Software Feature Releases
- ✓ Direct Technical Support
- ✓ Cloud Management

## Wahsega's Innovation Center Helps Protect Your Investment

Located in Georgia Tech's Innovation Center in the heart of Atlanta, Wahsega's innovation center employs some of the world's most advanced and experienced software and hardware engineers in the world. Through the use of Kaizen and scrum software development practices, the engineering teams are constantly designing, testing, implementing and releasing new products and features based on customer feedback and the value we wish to bring all of our customers. In addition to continuing to bring more value with each release, we also make these releases at a much faster rate that all of our competitors combined.



## We Actually Listen

The best information we can possibly discover originates from a place that our competitors miss; customers! Our most innovative products came through casual conversations with customers that opened up big opportunities to bring those features to everyone else. When the conversation is flowing on both sides, everyone benefits.

## Hear from people like you

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"We realized it was cheaper to do an IP system from Wahsega instead of replacing it with an outdated legacy system"

**Lonie Packer**

"With the reduction in cabling costs, the Wahsega system was a budgeting godsend."

**Brandy Blanchard**

"I now have a single solution that can solve a lot of problems. From a management standpoint, I don't need separate mass notification systems that overlap and cause expensive integration headaches."

**Joel Brooks**

### Want to learn more about Carina?

Schedule a personalized demo

Call: 1-888-509-2379

Email: [info@wahsega.com](mailto:info@wahsega.com)

