



The first in Safety IoT

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



**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	\$999	\$19,500	\$11,500
Server Software	\$1,499/yr	\$0	\$1,388
Server Maintenance Fee	\$0	\$0	\$1,048/yr
Speaker Endpoints	\$39,000	\$12,000	\$136,000
70V Amps	N/A	\$2,555	N/A
Endpoint License Fees	\$0	\$0	\$8,446
Endpoint Maintenance	\$0	\$0	\$3,187/yr
PBX Hardware & License Fees	\$999	N/A	\$18,750
Technical Support	\$0	4 hours = \$180	4 hours = \$925
Cabling Labor	\$16,875	\$31,250	\$31,250
YEAR 1 TOTAL	\$59,372	\$65,485	\$212,494
YEAR 2+ TOTAL	\$1,499/yr	\$0	\$4,623/yr

32 Talkback Speaker Deployment Example

Products	Wahsega	Legacy (Analog)	Digital Competitor
Server Hardware	\$399	\$19,500	\$11,500
Server Software	\$349/yr	\$0	\$0
Server Maintenance Fee	\$0	\$0	\$1,048/yr
Speaker Endpoints	\$9,984	\$3,072	\$34,816
70V Amps	N/A	\$511	N/A
Endpoint License Fees	\$0	\$0	\$2,688
Endpoint Maintenance	\$0	\$0	\$544/yr
PBX Hardware & License Fees	\$299	N/A	\$4,800
Technical Support	\$0	4 hours = \$180	4 hours = \$925
Cabling Labor	\$4,320	\$8,000	\$8,000
YEAR 1 TOTAL	\$16,351	\$31,263	\$64,321
YEAR 2+ TOTAL	\$349/yr	\$0	\$1,592/yr

Why Existing Mass Notification 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
LIFE SAFETY & REACH			
Power Outage Operation	✓	✗	✗
Internet Outage Operation	✓	✓	✓
Great Audio Quality	✓	✗	✓
ADA Compliance	✓	✗	✓
Lock Two Doors per Endpoint	✓	✗	✗
Door Monitoring	✓	✗	✗
Panic Button Functionality	✓	✗	✗
Pre-configured Alerts	✓	✗	✓
MONITORING & MANAGEMENT			
Future Proof	✓	✗	✗
End point health monitoring	✓	✗	✗
Simplified Installation	✓	✗	✗
Adjustable Zones	✓	✗	✓
Remote management	✓	✗	✗
Simplified Installation	✓	✗	✗
Building Health Monitoring	✓	✗	✗
DAILY USE			
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

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

Coming in 2021, the hybrid Carina platform is making its way to the cloud where 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's inexpensive flat fee enables all users to enjoy the following benefits:

- ✓ Carina Server Software
- ✓ Software Patches
- ✓ 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 than all of our competitors combined.

We have some exciting new software features and hardware products on the roadmap to be released in 2021 and beyond. Stay tuned!



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

"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 us- 888-509-2379

Email us- info@wahsega.com

Send to a colleague

*The hybrid cloud version of Carina will be available to customers in 2021. Carina currently operates on premise even during internet outages and power outages when a UPS backup is in use.