

NOT FOR DISTRIBUTION OUTSIDE BRITISH TELECOM

INPHONETM INFO. ESCORT 2+6

A low cost switching system for small businesses.



British
TELECOM INPHONETM
NPHONE N ACTION N BUSINESS

WHAT DOES ESCORT 2+6 DO?

The Escort 2 + 6 call connect system is a new concept in key systems. This sales guide will make you familiar with Escort and its facilities, and help you sell it to our customers.

FACILITY	CUSTOMER BENEFIT
Up to two trunk lines and six extensions, using standard wiring.	Can be sub-equipped and later expanded, with minimum disturbance to office routine.
Trunk lines can be DELs or PBX extensions, or one of each.	Permits maximum flexibility of working.
LD or MF signalling Earth or time break recall.	Compatible with the maximum range of public exchanges and host PBXs.
Universal line access and call pick-up.	Fast and efficient call make and take by any extension – enhances image presented to customers and saves money as no full-time operator is necessary.
Lamp indication of trunk line status.	Cuts out staff time spent on calls to engaged trunk lines.
Hold/enquire/transfer	Enables efficient dealing with customer enquiries – enhances company image.
Call diversion.	Permits call filtering by secretary – enables executive to work undisturbed.
Bell-off programming by extension, to cut off ringing to incoming trunk calls.	Enables 'operator' to field all calls and leave other staff free – system can be tailored to meet customer's individual needs.

FACILITY	CUSTOMER BENEFIT
Executive exclusive line.	Manager can have private trunk line always available.
Extensions 1 and 3 can be installed without a key module, giving limited access to facilities (see User Guide for full details).	Permits vetting of calls from 2 extensions, sited where full access to the system is not necessary.
Broker call between an extension and a trunk line, or between two trunk lines.	Enhances company image by enabling effective dealing with enquiries – decisions can be reached quickly.
Conference External 1 trunk line + 2 extensions. Internal 4 extensions.	Improves efficiency as multi-way discussions can be undertaken over the telephone.
Extension Bell capability – maximum of one Bell 80D or 59D per extension fitted.	No business lost through inability to hear incoming calls.
Power-fail working.	Ensures that outside calls can get through even if mains power is lost.
Can use a variety of Inphones.	Enables usage of existing phones and tailoring of system to provide facilities/style appropriate to the extension – reduces initial investment.

HOW DOES ESCORT 2+6 WORK

THE ESCORT 2 + 6 IS CONFIGURED IN A UNIQUE WAY

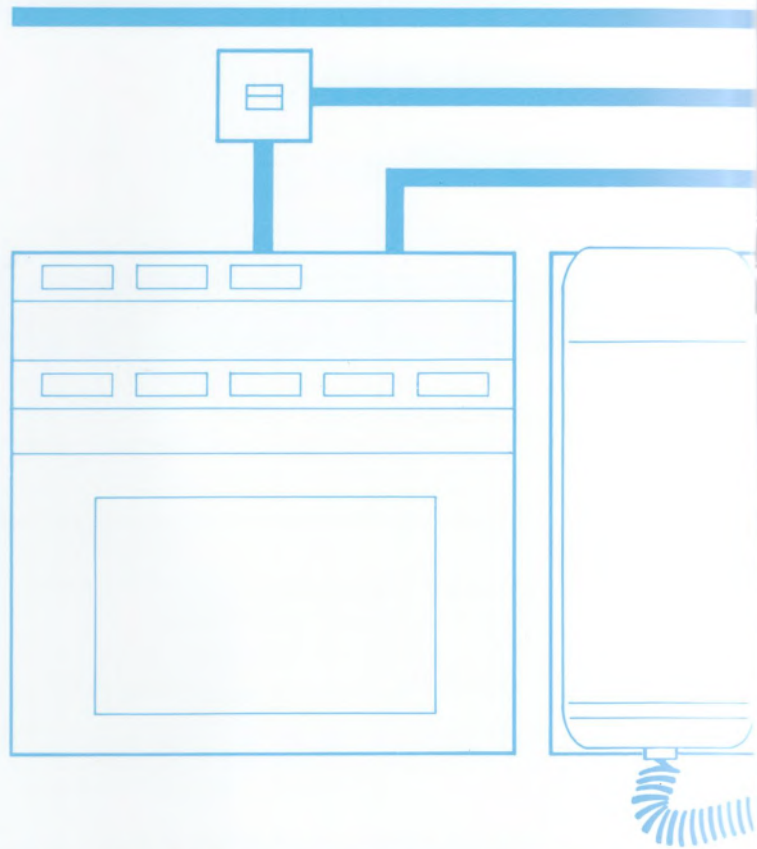
The system consists of

- a wall-mounted central control unit (CCU) measuring 320mm x 225mm x 82mm

- a key-module measuring 40mm x 180mm x 155mm which gives access to the Escort facilities and which can stand or be wall-mounted next to the telephone
- There will usually be one key module for each extension required.

- one telephone per extension fitted, plugged into the back of the key module (N.B. Telephones are not supplied with the Escort system).

The CCU and key module are illustrated on the covers of this guide



Escort is wired up like this

ESCORT AND THE COMPETITION

SELLING POINTS FOR ESCORT

- Price Escort permits the customer to use his existing telephones and therefore cuts down the initial investment.

- Available on rental no large capital outlay involved

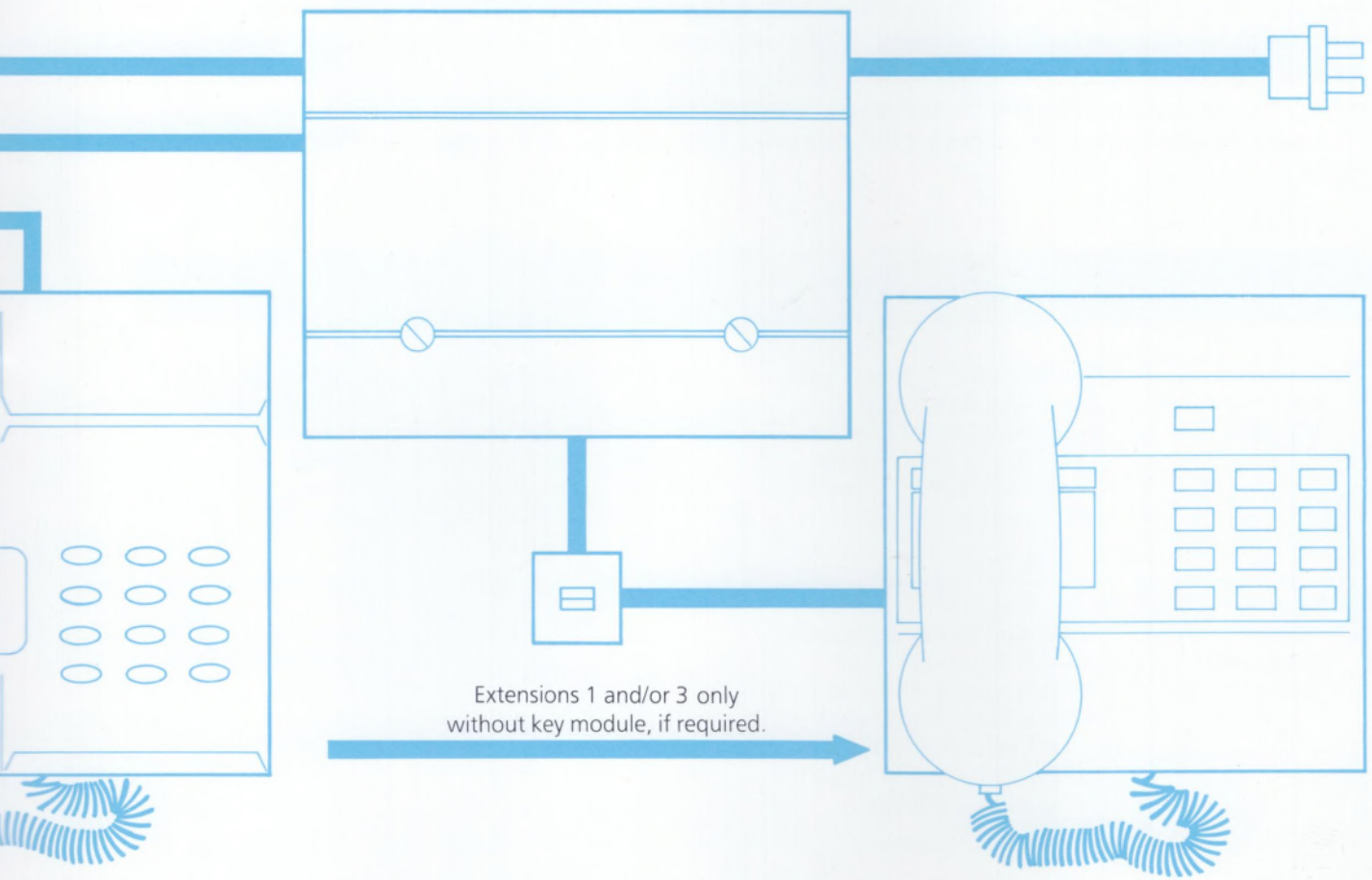
- Choice of terminals to meet individual needs/pockets.

- CP market research shows that customers, including those without previous experience of key systems, find Escort logical, simple and very easy to use

- Gives the reassurance of BT's comprehensive national service organisation.

SYSTEM	MAXIMUM SIZE				
		Extension LEDs	Exchange line LEDs	Press-button intercom	Last number redial
ESCORT	2+6		■	■	●
KBX6	2+6		■	■	●
MITEL ENTREPRENEUR/SX10S	4+10		■	■	■
RHAPSODY	3+6	●	■	■	■

Standard ■
Optional ●



FACILITIES							COMMENTS
Repertory dialling	On-hook dial	LST	Call Diversion	Bell Off	Conference	Piggybacking	
●	●	●	■	■	■	■	
●	●	●	■	■	■	■	Escort and KBX6 use the same CCU. KBX6 is a dedicated terminal key system, with a range of terminals. Price is dependent on terminal chosen, but generally competitive with Escort.
■	■	●	■	■	■	■	Well-featured dedicated terminal key system, considerably more expensive than Escort at comparable sizes.
■			●	■	■	■	Marketed by Telephone Rentals and Ferranti GTE. More expensive than Escort at comparable sizes.

MATCHING CUSTOMERS' NEEDS

The best way to keep our customers happy is to ensure that their communication needs are met closely by the facilities offered by our products. Escort has a number of facilities, some of which must be set on installation and only changed by an engineer, and some of which can be changed by the customer. By varying these facilities Escort can work in a number of ways, suiting the needs of the individual customer, so it is important to get it right.

FACILITY	OPTIONS	COMMENTS
1. Answering of incoming trunk line calls.	Can be answered by any extension with a key module – incoming trunk calls on line 1 can also be answered by extension 1 when it is installed without a key module.	If the company has a gate-house, attached residence or similar location, in which a non-key module extension is required, this should be extension 1 so that incoming calls can still be answered.
2. Making of outgoing calls on trunk lines.	Trunk lines can be accessed by any extension with a key module (except where an exclusive line has been installed – see 7 below), and also by extension 1 when it is installed without a key module.	As above, the non-key module extension should be extension 1, so that outgoing calls can still be made if necessary.
3. Ringing to incoming trunk line calls.	Bell on/off can be set by terminal and by exchange line	User programmable. Permits dedication of one extension as an operator position, or answering of a particular incoming line by certain extensions.
4. Default and mains-fail extensions for ringing to incoming trunk lines.	Default – all free extensions will ring to incoming calls if all programmed extensions are busy. Call waiting tone is given on internal calls.	Mains-fail – extensions 1 and 4 will ring to incoming calls on lines 1 and 2 respectively. If two lines are fitted then extensions 1 and 4 must be installed even if the customer only requires three extensions.
5. Call diversion.	Can be set by extension, each extension can divert only to one other extension. See the User Guide for the list of permissible diverts. Diverts can be 'daisy-chained'.	User programmable. Permits boss/secretary operation.
6. Extensions without a key module.	Can be extension 1 and/or 3 only. Gives restricted facility access and permits vetting of calls made by these extensions.	Set on installation. Can be used for areas (warehouse or stock-room) which do not need free telephone use.

AND ESCORT'S STRENGTHS

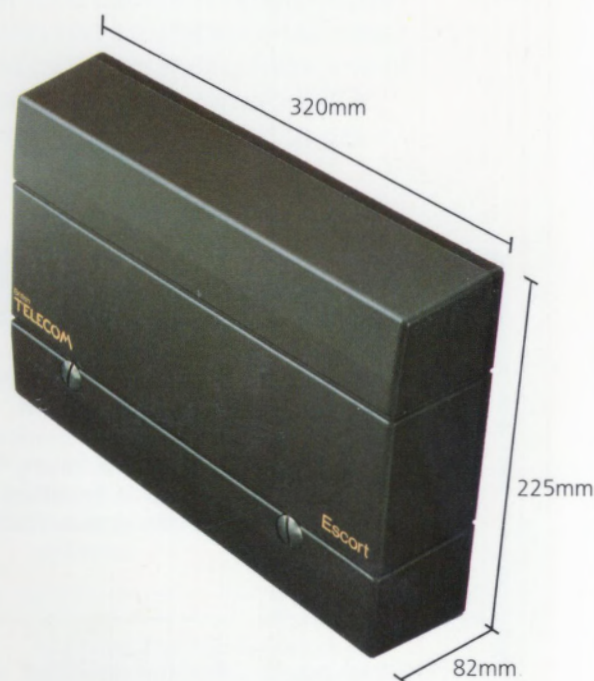
FACILITY	OPTIONS	COMMENTS
7. Exclusive use of line 2.	Line 2 can be used exclusively by extension 4. Exclusive line cannot be set for line 1 or for any other extension. Extension 4 can transfer or divert calls on line 2.	Set on installation.
8. Piggybacking.	Escort is on DTI list 'A' and can be piggy-backed on any PBX in list 'C'. It is not suitable for use on PBXs with continuous ringing.	
9. Signalling type.	Escort is compatible with LD or MF signalling, or a mix if appropriate.	Ensure that telephones are appropriate to the signalling type on trunk lines.
10. Recall	Escort can accommodate earth on time break recall.	Earth recall is provided by Escort, time break must be provided by the telephone.
11. Extension bells.	One extension bell (type 59D or 80D) can be fitted per connected extension.	
12. External extensions.	<ol style="list-style-type: none"> 1. Via PSTN. External extensions via the PSTN will probably only be permissible for non-key module extensions, as the key module requires 5 wires. Consult your Local Line Planning Office. 2. Within curtilage. Key module or non-key module extensions are permissible. 	The maximum length of an external extension is governed by the maximum permitted extension line loop resistance for each approved telephone. This is specified in the Private Exchange Master List, and for most telephones is 50 ohms (about 300 metres of 0.5 mm copper cable).

CENTRAL CONTROL UNIT

A neat, wall-mounted central control unit, which must be positioned so as to have access to a mains socket. The extensions are star-wired, using standard 3-pair cable.

ITEM CODE NUMBERS

Marketing/Engineering title	ICN
Escort 2+6 CCU	870197
Escort key module	870198



APPROVED TELEPHONES

The telephones which are approved for connection to Escort (as at May 1986) are as follows

Tribune
Statesman family
Ambassador family
Viscount family
Venue 24
Facilityphone 300
Tonto
Sherwood

As new telephones are added to the Inphone range we will apply for approval to connect them to Escort. If you wish to check if a phone is approved, ring the CP Sales Office.



NS/1000/3/E/450427