

## Ten Reasons to Buy a Janus POTSwap

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- 1. Design** – The Janus POTSwap was designed specifically to make POTS (plain old telephone service) line replacement quick and easy. No previous network connection or other router equipment required. Just connect antennas, power supply, insert active SIM card, connect a phone via RJ-11 and start dialing. The POTSwap does the rest. Our rugged aluminum enclosure with slotted mounting flanges makes commercial and industrial installations a snap.
- 2. Manufacture** – All Janus products are designed and manufactured in the USA. Our parent company, Connor-Winfield Corporation, builds POTSwaps in our Aurora, Illinois facility. Connor-Winfield is an ISO-9001: 2015 certified manufacturer that has been designing and building electronics, primarily for telecommunications, since 1963.
- 3. Consistency** – Janus tests 100% of the cellular products built in our Aurora factory for functionality. All test data is maintained for each device by IMEI (International Mobile Equipment Identity number) in our database. Our finished goods and shipping processes log IMEI data with customer information so all relevant data can be accessed regarding customers and the products they purchase and deploy. Direct customers enjoy full traceability of all products purchased from Janus.
- 4. Experience** – Janus has a wealth of experience in wireless product design, manufacturing, and distribution. For over two decades, Janus has been providing unique and varied IoT (Internet of Things) devices and services to a wide array of customers, across every market channel, in nearly every market space. From elevator telephone line replacement to oil field equipment monitoring; from Satellite gateway communication to medical data telemetry; from car park kiosk payments to automotive and home breathalyzers, Janus has the unchallenged experience to help customers monitor and move their data smoothly and appropriately.
- 5. Expertise** – Janus and Connor-Winfield's staff of Engineers, Managers, Technicians, Administrators, Supervisors, Planners, and Associates pool the sum of their knowledge and experience to offer customers precise solutions to their application requirements. Wireless product design, GNSS navigational and timing solutions, Embedded Software/Firmware, Carrier Network Certifications, Carrier voice and data plans, Regulatory Certifications, and application design review are just a sampling of the many ways Janus supports our customers.

6. **Quality** – All Janus products are manufactured under the ISO-9001 and ISO-14001 guidelines that Connor-Winfield manufacturing first certified in 1996. Every step of every process is documented and monitored for quality results. All work order documentation, including BOMs and Travelers, is maintained in our own ERP databases and can be accessed at any point in time. Our paper documents are kept for seven years. The information in our database is comprehensive and available on an ongoing basis.
7. **Reliability** – Janus product reliability is unrivaled among our competitors. Our quality efforts, outlined above in concert with the part per million quality and reliability of the Telit cellular modules used in our devices, makes our products the most reliable in IoT.
8. **Products** – Janus offers a wide variety of cost-effective wireless products specifically designed to assist customers in getting their end products to market quickly and without issue. Our product designs, in concert with our regulatory and carrier certifications, remove the many significant barriers found in the wireless marketplace.
9. **Customer Support** – Janus prides itself on providing superior service to existing customers and potential new customers alike. Whether by e-mail or phone, a business or technical issue or just simply questions, a Janus representative will quickly respond to customer needs with guidance and information.
10. **Commitment** – Janus is committed to the success of our customers by providing products and services that support their goals. Our industry leading support, with quick access to engineers and partner resources, ensures quick development times for new products and continued support for existing devices.

## Janus – Your POTS Replacement Champion!

*Companies that delay in transitioning from POTS to Cellular-based solutions will shoulder a disproportionate amount of the costs to maintain this aging infrastructure.*

