

USE CASE

Auto Dealership POTS Replacement



Introduction:

Auto dealerships operate complex, multi-system environments that depend on reliable analog phone lines for life-safety, compliance, and operational continuity. Fire alarm panels, burglar alarms, elevator emergency phones, fax machines, payment systems, and backup voice lines have historically relied on traditional copper POTS infrastructure.

Challenge:

As major carriers continue accelerating copper network retirement, dealerships are facing escalating monthly costs, declining service reliability, and growing compliance risk. With nationwide copper network decommissioning by carriers such as AT&T and Verizon, dealerships are experiencing:

- Rising monthly costs (often reaching \$1,400 per month for a single line)
- Forced migrations with little notice
- Service instability and extended repair intervals
- Limited repair support as carriers reduce copper infrastructure maintenance
- Compliance risk due to failed alarm transmission and elevator communication requirements

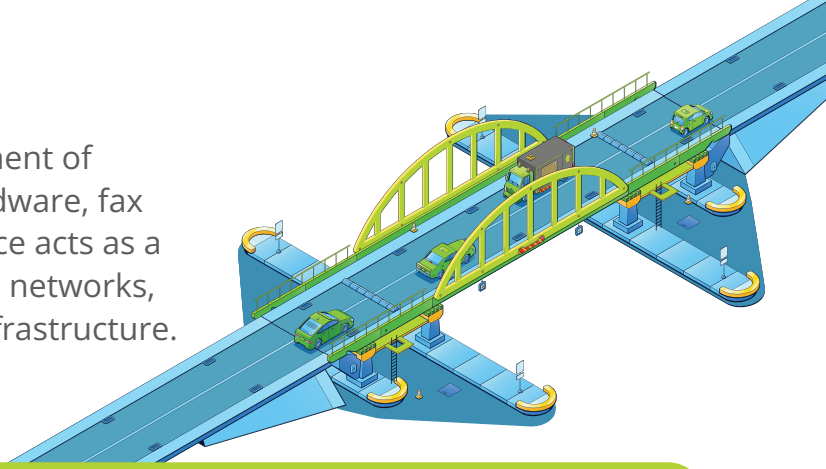
The scale of this challenge is significant: A typical multi-location auto dealership group operating 6 showrooms, 6 service centers, 2 body shops, and 1 corporate office may maintain 22 fire alarm lines, 14 burglar alarm lines, 6 elevator emergency phone lines, 8 fax lines, and 10 backup voice lines across these facilities.

The Solution: POTS IN A BOX® Technology

Modern cellular-based POTS replacement provides a secure, code-compliant, and cost-effective alternative. POTS IN A BOX is an IP and cellular appliance designed to seamlessly substitute traditional PSTN POTS lines, converting analog signals into IP traffic transmitted securely over 4G or 5G LTE networks. The CDS Series of equipment is recognized by UL (Underwriters Laboratory) as an M.F.V.N (Managed Facilities Voice Network) and is a physical, facilities-based network that interacts on the network side of the DEMARC.



Importantly, this solution requires no replacement of existing alarm panels, elevator emergency hardware, fax machines, or other analog endpoints. The device acts as a bridge between legacy equipment and modern networks, providing seamless integration with existing infrastructure.



Benefits:

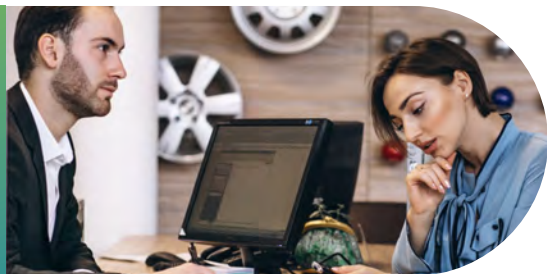
- Nationwide Coverage across all major carriers
- Cost Savings through reduced monthly line charges and elimination of carrier migration fees
- Cellular and Battery Backup (24-48 hour) ensuring continuous operation during power outages
- Network Visibility, Control, Management & Reporting with remote diagnostics and monitoring
- Future-proof infrastructure leveraging continuously upgraded cellular networks
- Risk reduction by eliminating copper failures that can disable fire alarm transmission and elevator compliance

Regulatory Considerations:

- UL-60950-1 Prescriptive Standard
- UL 62368-1 Performance or Hazard Based Standard
- AT&T, Verizon, T-Mobile, FCC, PTCRB certified
- NFPA 70-2014, 72-2013, 75-2013 compliant
- 933 Test compliant for E-911 verification
- Conforms to ANSI and IEEE C2-2012

Ideal Dealership Profile:

- Multi-location dealer groups seeking standardized infrastructure
- Franchised OEM stores (Ford, GM, Toyota, etc.)
- Dealerships with aging alarm panels requiring continued support
- Locations experiencing frequent copper outages and extended repair times
- Dealers planning renovation, expansion, or new facility construction



By proactively transitioning to cellular POTS replacement, dealerships can achieve planned rollout, budget control, minimal operational disruption, and centralized oversight while transforming aging telecom infrastructure into a modern, reliable, and cost-efficient communications platform.

