

POTS Replacement Sales Battle Card

Partnered Solution: DataRemote + MIX Networks

SOLUTION

Legacy Copper Replacement

A fully compliant, managed solution for eliminating traditional analog POTS lines while maintaining critical functionality for:

- Elevators
- Fire Panels & Security Systems
- Access Control
- Fax & Point-of-Sale (POS)
- Medical Alert Devices
- Voice Lines



Why Sell This Solution

Feature	Value to Customer
✓ Full Solution	One provider for device, data, install, and ongoing support
✓ Regulatory Compliant	UL 864, UL 62368-1, Kari's Law, Ray Baum's Act, E911
✓ Fast ROI	Save up to 40% /month per line
✓ 48 Hour Battery Backup	Operates through power/internet outages
✓ Cellular + Broadband	Dual-path failover for reliability
✓ Single Invoice	SIM + device + service = One simple bill
✓ White-Glove Install	Zero IT staff needed onsite
✓ Scalable	Remote device provisioning, mass deployment ready

KEY DIFFERENTIATORS

DATAREMOTE
MOVING DATA OVER WIRELESS

MIX
NETWORKS

DataRemote

- UL 864, UL 62368-1, Cert. Hardware
- Multicarrier SIM with Failover
- OTA Firmware & Config Updates
- Cloud Dashboard for Device Control
- No Truck Rolls for Updates

MIX Networks

- NOC Support
- Global Cellular Plans
- Full API Access
- Partner-Friendly Margins
- Reseller & MSP Ready
- Hosted Cloud PBX

Qualify with questions:

- Do you still pay for any copper landlines?
- Do you support elevators, alarms, or fax machines?
- Have your rates increased in the past year?

Pain points to highlight:

- Price hikes from LECs
- Copper sunset risk
- Compliance mandates (Kari's Law, Ray Baum's)

**SALES
TIPS**



Target Customers

- Senior Living / Assisted Living Facilities
- Healthcare & Hospitals
- Hospitality (Hotels)
- Multi-Tenant Buildings
- Commercial Real Estate
- Retail / QSR / Franchise Locations

**LET US HANDLE
EVERYTHING**

Sales enablement, logistics, compliance, support, provisioning—
all wrapped into a single turnkey solution.

• Request a Demo

• Book a free
bill audit

• Deploy a site in
8-10 business days

SCAN
TO CONTACT US



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