

## Giving More PERS Cellular Service Choices To Linear Dealers and Central Stations



To simplify the set-up and cellular equipment deployment, Linear is partnering with Telit/m2mAir - a leading Mobile Virtual Network Operator (MVNO) in the cellular service arena - to provide a turn-key service program for Central Stations and large PERS dealers.

### UMTS-3G SERVICE FAQs

**Q What does “UMTS-3G” stand for, and what Cell Network does it operate on?**

**A** UMTS stands for “Universal Mobile Telecommunication System”, and the 3G designates the third Generation network. Telit/m2mAir’s service operates on AT&T’s cellular network infrastructure.

**Q What is the part-number for Linear’s 3G Cell Module?**

**A** Order # AAE00462. Get the fastest response possible for your customers with Linear’s UMTS-3G cellular add-on module!

**Q How do I qualify as a “Preferred Plus” or “Master Dealer”?**

**A** Dealers or Central Stations who anticipate at least 1,000 new annual subscriptions may work with Telit/m2mAir to sign-up as a Preferred Plus dealer. The threshold for Master Dealer pricing is 5,000 new annual subscriptions.

**Q What if I don’t expect to support 1,000 cellular end-users?**

**A** Linear and Telit are working with major Central Monitoring Stations in the U.S. to establish a dealer referral program. These dealers will have the option to sign-up with the Central Stations that are enabled through Telit – so that a dealer can deploy the cellular equipment – but does not have to execute a contract directly with Telit.

**Q Where can I find an enabled Central Station partner?**

**A** Check the Linear Web Site for a list of current Central Station partners at the following link:

<http://www.linearcorp.com/cellular-service-information-dealers.php>

**Q Do I need to buy my own SIM cards?**

**A** No, the SIM card, and activation charge is included in the purchase price of the 3G Cell Module.

**Q How do I activate and manage the devices, prior to and after deployment?**

**A** Telit provides a web-based portal for SIM management. When the modules are purchased, the inventory is tracked on the Telit Cross-Bridge management portal, where SIM service can be enabled and disabled by the PERS Dealer.

**Q How is billing handled for Data and Voice?**

**A** Telit will provide a separate breakdown for Data and Voice (even when buying the Prepaid Voice option).

**Q What Cellular - Pricing Plans are available?**

**A** The PERS Cell Service Program is available in two resale pricing tiers:

1. A Prepaid Voice option is offered with 20 minutes of pooled voice included, for Central Stations and Dealers who prefer a monthly allocation at a set price.
2. A Per-Minute Voice option is offered for Central Stations and Dealers who want to pay only for the actual voice minutes used.

**Q How do I get started?**

**A** Large Dealers and Central Monitoring Stations who want to sign up for the program will need to contact the Telit/m2mAir Account Manager (contact information provided below). Linear is not involved in the service agreement; the contracts are executed between Telit/m2mAir and the PERS Service Provider.

**Q Who can I contact for information for Cellular Service Information?**

**A** Contacts:

**Telit / m2mAir**  
Tim Hennen  
Account Manager  
Office (847) 478-4806  
Email: Tim.Hennen@Telit.com

**Linear LLC**  
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