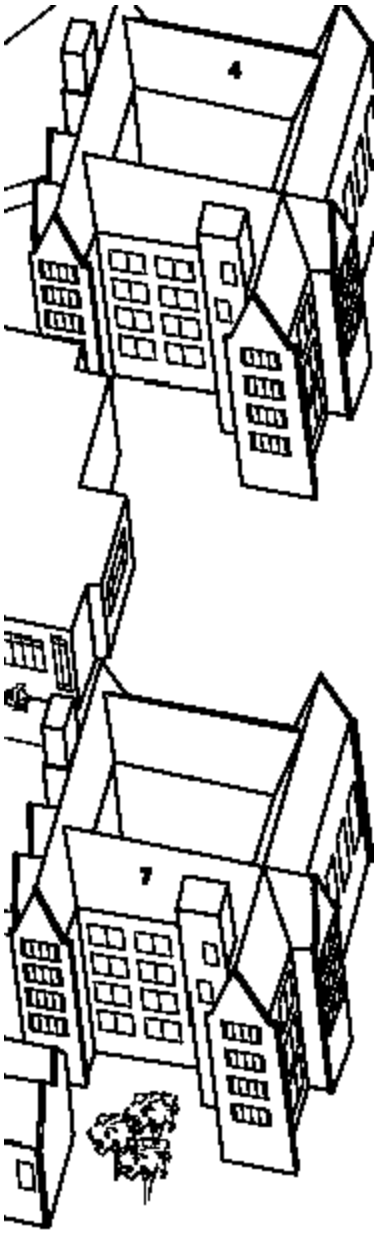

PostScript Picture
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IFP-NET Fire System Manager Sales Guide

for use with the IFP series of products

Product Overview

The IFP-Net is Fire System Manager software used to monitor up to 16 IFP-1000 and IFP-1000VIP control panels (nodes) with accessories. Running on a standard PC workstation and Microsoft® Windows® 2000, the IFP-Net presents the user with an easy-to-use and attractive graphic user interface. It is fully customizable to adapt to a wide variety of monitoring situations and supports multiple operators monitoring all or a portion of local sites.

In order to communicate with the Fire System Manager computer, each panel must use a NION. NIONs communicate via an IFPN-PCLTA20 card that is installed in the Fire System Manager computer. The IFPN-PCLTA20 card communicates on twisted pair topology only; however, if the installation requires fiber optic cable, an IFPN-4WRMB (4-way router motherboard) or an IFPN-ROUTMB (router motherboard) can be used.

IFP-Net Workstation

Windows® is a registered trademark of Microsoft

Selling Strategies

Target Customers

Target Customers

- Medium to large size customers
- Customers involved in:
  - New construction
  - Retrofitting existing construction - that is, replacing older or out-moded fire alarm systems in existing buildings
- Customers in vertical markets such as the healthcare, education, manufacturing, financial and other similar facilities where there is a widely dispersed campus with fire alarm system products.

Typical Customer Profiles

- Businesses with large campus operations.
- Customers who need a way to cost effectively monitor all of their IFP Series fire alarm systems.
- Customers who need to route maintenance events to appropriate responders.

Qualifying Questions

1. Do you have multiple, dispersed business and/or manufacturing locations with fire alarm systems that need "centralized" monitoring?
   The IFP-Net system can seamlessly monitor fire system information from a central location.

2. Would the ability to monitor your fire panels from a centralized location appeal to you?
   Our new NIONs (Network In Out Nodes) give you the ability to monitor IFP control panels from the IFP-Net workstation.

5. Do you want your security personnel to have immediate access to trouble, supervisory or alarm events?
   The real-time response of the IFP-Net software allows operators immediate notification of events in your facilities and, maintenance event items can be routed to appropriate service personnel.

Selling Points

- Integrates multiple building fire systems with a common graphics user interface
  - Single point of annunciation to one location in a graphical format

- Distributed architecture enhances expandability, reliability and flexibility
  The IFP-Net System architecture designed to provide a high degree of flexibility for monitoring fire systems.

- Critical information or data never lost
  The History Manager database, Members database and Screen/Floor Plan database are stored on the computer or can be backed up to a CD.

Features & Benefits

Features	Benefits
System Administrator-definable profiles allow for extremely flexible definition of Operator accounts	Permits system administrator to define capabilities of individual level of access to system commands
Plug-in architecture	Allows expansion when a new interface becomes available, thereby avoiding obsolescence
Event printing from workstation or on the network	Allows you to print real-time activity as it happens in any networked location
Autonavigation (selectable for each device) Automatically locates and zooms to the device related to an alarm or event, based on the priority of the event	Automatically takes you to the user-defined screen visually (i.e. floor plan, campus keymap and specific device) Provides quick reference to the exact location of the event
Utilizes existing building drawings exported to .wmf or .bmp formats	No need to redesign floor plans
Dynamically generated sizeable key map linked to main screen	Provides a higher overview of a smaller area and becomes a point of reference to the bigger floor plan

Ordering Information

Silent Knight has developed four basic installation kits that contain the NPB, transceiver, EPP chipset, 5824 Gateway interface, and a cabinet that houses the PC boards in one package to simplify ordering. The four packages represent the four different communication types that are available using four different transceivers. Each IFP-1000 that you want to add to the Fire System Manager will need an installation package.

IFPN-NIONFT
This install kit uses the FTXC as the communication transceiver. It includes all of the parts needed to set up an IFP-1000 to communicate via twisted pair wiring.

IFPN-NIONSM
This install kit uses the S7FTXC as the communication transceiver. It includes all of the parts needed to set up an IFP-1000 to communicate via twisted pair wiring, specifically in areas that need longer wire runs, or in electrically noisy environments.

IFPN-NIONFX
This install kit uses the FOXC as the communication transceiver. It includes all of the parts needed to set up an IFP-1000 to communicate via a pair of fiber cables. Fiber systems can run longer distances than twisted pair and are immune to electrical noise.

IFPN-NIONDF
This install kit uses the DFXC as the communication transceiver. It includes all of the parts needed to set up an IFP-1000 to communicate via a single fiber cable. Fiber systems can run longer distances than twisted pair and are immune to electrical noise.

Wire and Fiber-Optic Distances

The IFP-Net Fire System Manager conforms to industry standards for communication system wiring. Distances using twisted pair configuration are 8000 feet, point to point; 6000 feet on a bus configuration; or multiple t-taps within a 1500-foot radius. Fiber optic cable can be run at distances up to 10,000 feet and possibly farther. Conduct testing at distances above 10,000 feet to ensure the communication path is functional.

Figure 1: Sample Twisted Pair Configuration

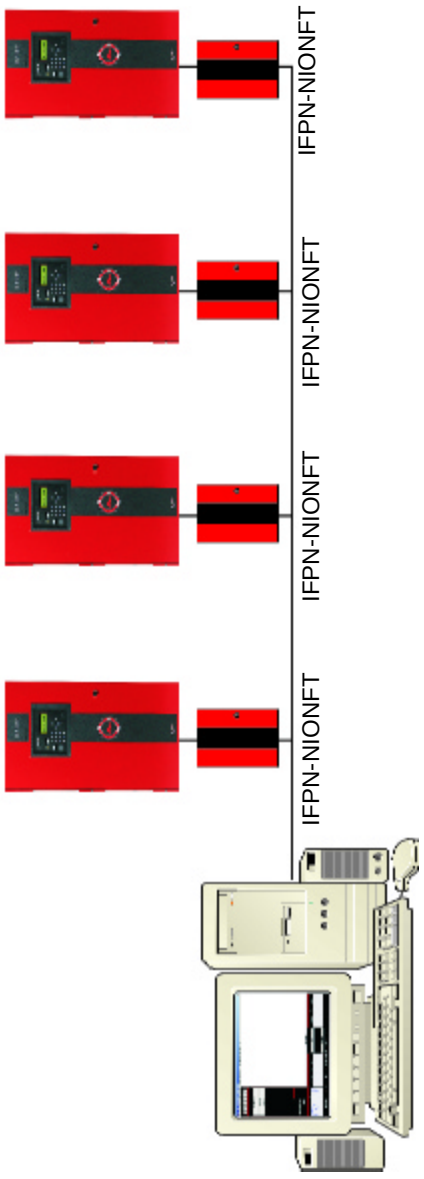


Figure 2: Sample Fiber Optic Configuration

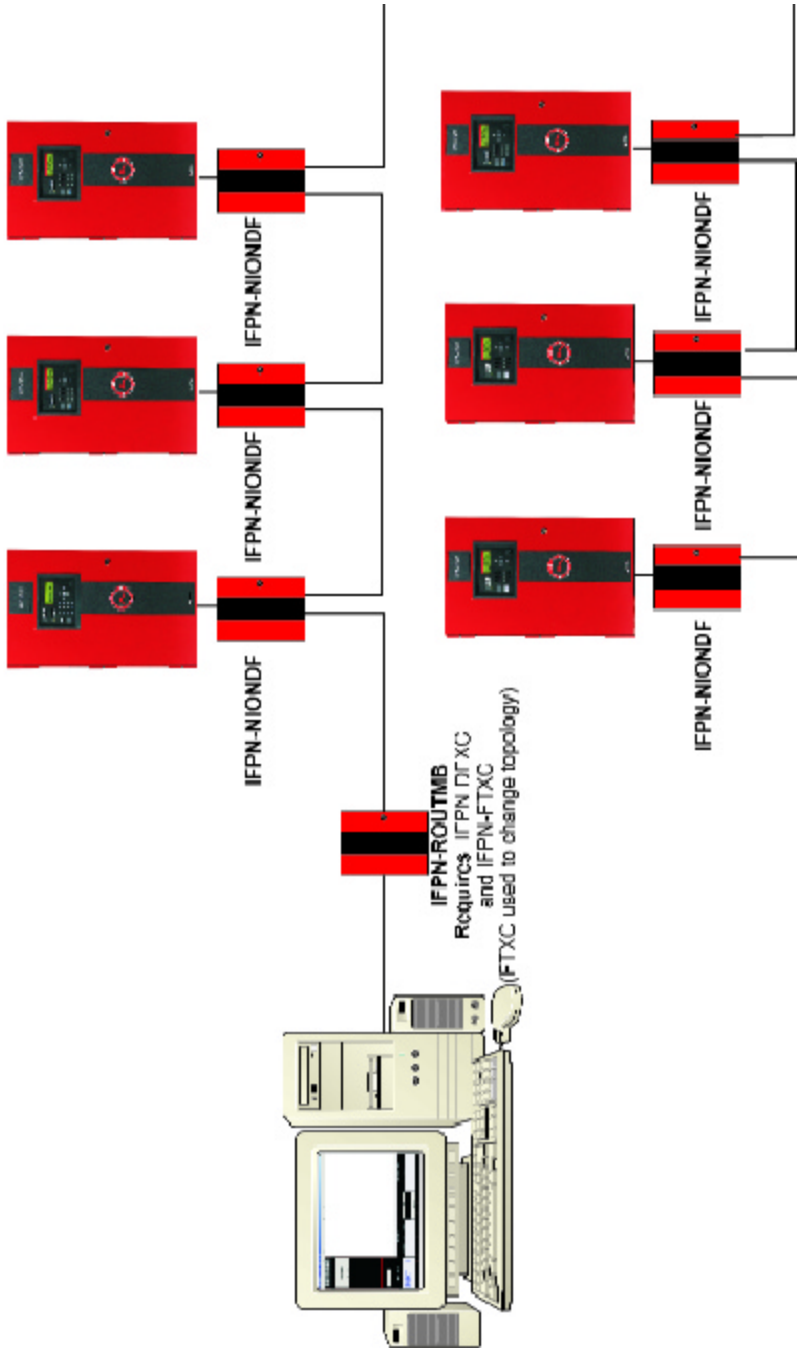
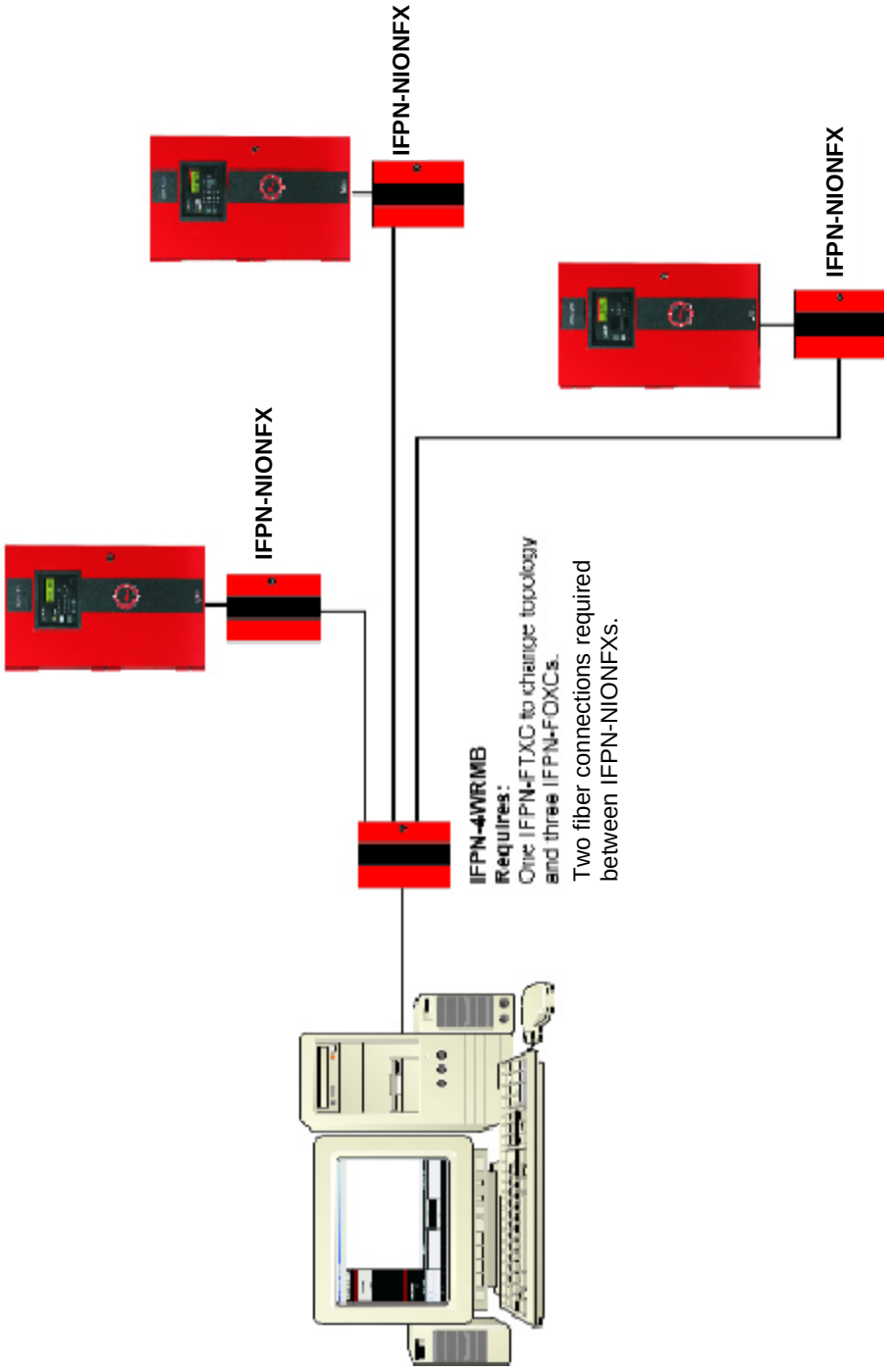


Figure 3: Sample Fiber Optic Configuration



Technical Features

Operation

- Auto navigation locates the device associated with an event and zooms in. The highest priority event in the system is displayed first.
- New and Acknowledged Event boxes display all off-normal events in conjunction with graphic screens.
- Device pull-downs and proximity displays for device-specific information and functions
- Operator log with response tracking.
- History Manager records operator, event, and response (with time and date stamp) to disk.
- Floor plans can be zoomed in and out to any level. Devices can be placed at any zoom level.
- Powerful search filters for custom reporting of all events.
- Standard mouse control that uses "point and click" operations.
- Event printing connected to workstation or system (requires optional IFP-PRN5 Event Printer)

Administration

- System Administrator-definable security profiles allow for extremely flexible definitions for operator accounts.
- Database that contains screens for all sites.
- Graphics printing for floor plans, reports, and device listings (requires approved graphics printer).
- Backup capability of screen, member, and history databases.

Programming

- Dynamically generated sizable key map.
- Administrator-definable macros for device communication.
- Definable function keys, functional buttons, and navigational buttons.
- Import vector (.wmf) drawing files or bitmaps (.bmp).
- Full linked multimedia (text, audio, video, and bitmaps) to any device, definable by the administrator.
- Labeling of hazardous material (HAZMAT) areas and handicap special needs using information labels with full linked multimedia.

Parts Glossary

IFP-Net	The Fire Systems Manager software that is installed on Windows® 2000 Professional-equipped PCs. The IFP-Net consists of the Software CD, Manual CD, Hardware Key, Interface card (p/n IFPN-PCLTA20), and the installation instruction document.
IFPN-PCLTA20	This is the card that is installed in the computer and is shipped with a twisted pair transceiver (p/n IFPN-FTXC). If a fiber-optic connection is required, additional parts are needed.
Transceiver	This a small PC board that determines what type of communication (topology) path being used, i.e., twisted-pair or fiber-optic cable. Transceivers are installed on the Input/Output board (NION). Silent Knight packages these boards in kits with all of the appropriate parts to connect to an IFP-1000 for a smoother installation.
IFPN-FTXC	This transceiver supports the basic twisted-pair communication. The IFPN-FTXC can use T-tapped or home-run style wiring configuration (see Figure 1).
IFPN-S7FTXC	This is an enhanced version of the basic transceiver that provides signal processing to enable it to run over longer distances and/or in harsh environments. The IFPN-S7FTXC can use T-tapped or home-run style wiring configuration (see Figure 1).
IFPN-FOXC	This is the basic fiber-optic transceiver, using two fibers, one for transmit and one for receive. It must be installed in a home run style configuration (see Figure 2). Fiber provides the best distance capabilities and noise immunity.
IFPN-DFXC	This is the enhanced fiber-optic transmitter. It transmits and receives on a single fiber. Fiber provides the best distance capabilities and noise immunity. (See Figure 3.)
IFPN-NPB	This is the blank interface board for use on the system. It does not include the appropriate transceiver or EPP chipset. See IFPN-EPP for more information on EPP chipsets.
IFPN-EPP	These are a pair of chips that are installed on the IFPN-NPB to establish two things; the communication medium (twisted-pair, or fiber-optic) that is used to the PC, and the communication with the 5824-gateway interface module.

SILENT KNIGHT

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