

Why Can iSbote Provide Partners With Unparalleled Values?

Technical Values

- **Customizability for free or not:**

iSbote: Free custom-made services, according to the actual needs of users, develop a variety of new functions and applications and help users to achieve differentiated advantage, to meet personalized needs, to help customers compete and win;

Competitors: cannot provide personalized services, or can't do so in a timely manner, or charge a high fee to fulfill customized services, and cannot meet the special needs of customers;

- **Features is rich or not:**

iSbote: combining requirements of thousands of users, iSbote's products have a wealth of functions, to meet both special and standardized needs of various environments and provide users with more value;

Competitors: functions are limited, or only can provide standard ones, cannot meet the needs of users around the world, or provide users with more added values;



- **Future-proof or not:**

iSbote: with the latest edge-cutting technology, the product not only satisfies the current demand, but also meets the future market demand, reflecting future trends, including cloud, intelligence software;

Competitors: Products only meet the contemporary needs, partially comply with cloud, mobility and communication, cannot fit to future needs and protect customers' long-term value;

- **Simplest or not:**

ISbote: based on a large number of users experience, the product adopts sophisticated architecture to assure the best user-friendliness and ease of use, enabling users to develop applications effortlessly;

Competitors: Customers sometimes cannot easily understand their function of products or integrate products with applications. Ease of use is low, resulting in poor customer experience;

- **Performance in extreme situation:**

ISbote: The use of professional raw material and chipsets, reassure the highest reliability. In real-time low bandwidth 6-40kbps can work, even if the packet loss more than 10% can maintain reliability;

Competitors: usually using ordinary legacy chipsets, in the case of full concurrent dialing, its digital processing ability is not stable and reliable, with unstable quality and lower system stability;

- **Technical architecture:**

ISbote: Dedicated chipsets, stable and reliable performance, strong processing capacity, are far higher than the field needs of business partners. In a variety of general enterprise applications in handy, such as longest MTBF, outperform all rivals;

Competitors: with legacy CPU, under the large concurrency, processing capacity and stability is not good. In the case of complex application, the entire system is unstable;



Commercial Values

- **Cost is competitive or not:**

ISbote: Has the biggest scalability and cost advantages worldwide, with higher production operation efficiency and the lower-cost dynamic supply chain. The lowest cost advantage helps the customer to reduce the cost and win in hyper-competition;

Competitors: The scalability is comparatively low, cannot control the cost from the entire supply chain system, cannot protect customer values in the increasingly competitive environment, or enhances competitive capability;

- **Warranty is long or not:**

ISbote: With lower defective rate and higher MTBF up to 200,000Hrs, ISbote provides lifetime warranty over a number of products lines for free, and maximizes Return on Investment (ROI) of customers;

Competitor: Provide limited effective after-sale warranty (usually 1-year) or no warranty available for SMB. With an expensive service charge, these competitors provide products with higher failure rate;

- **Respect customers or not:**

ISbote: Respect the needs of customers and providing the tangible values that you need. ISbote's customer retention rate is very high, and over 100 clients switch to ISbote from rivals each year;

Competitor: Cannot offer full service and respects, which leads the customer to switch to ISbote frequently, and ignoring customer needs cause much headache and actual loss;



- **Brand name is good or not:**

ISbote: With 25-years of technical research and development expertise and deploying over 1 million products across 108 countries worldwide, familiarizes with numerous application scenarios;

Competitor: No technology inheritance, lifetime of product or technology in the marketplace is relatively short, and no way to meet a variety of application needs or deliver a unique brand value;

- **Service is easily accessible or not:**

ISbote: Provides free service, can assist the customer installation, debugging, development. In 24 Hrs reply customer's inquiry, help customers promptly advance, enhance their efficiency to innovate;

Competitor: Inability to provide timely service, sometimes even need more than 1 week to respond to customer problems, or cannot provide solutions timely;



- **Help customers grow or not?**

ISbote: Listen to the new needs of customers, help customers develop new business opportunities, and grow business together to meet the changing and dynamical needs of customers;

Competitors: Form a casual customer-supplier relationship, cannot help customers open up new business opportunities, or from coexistence relationship to understand customer needs;