

ODIN SALES PRESENTATION

AGENDA

1.WHAT IS ODIN

2.FIVE TALKING POINTS

3.USE CASES

4.SUPPORTING MATERIALS

ODIN SALES PRESENTATION

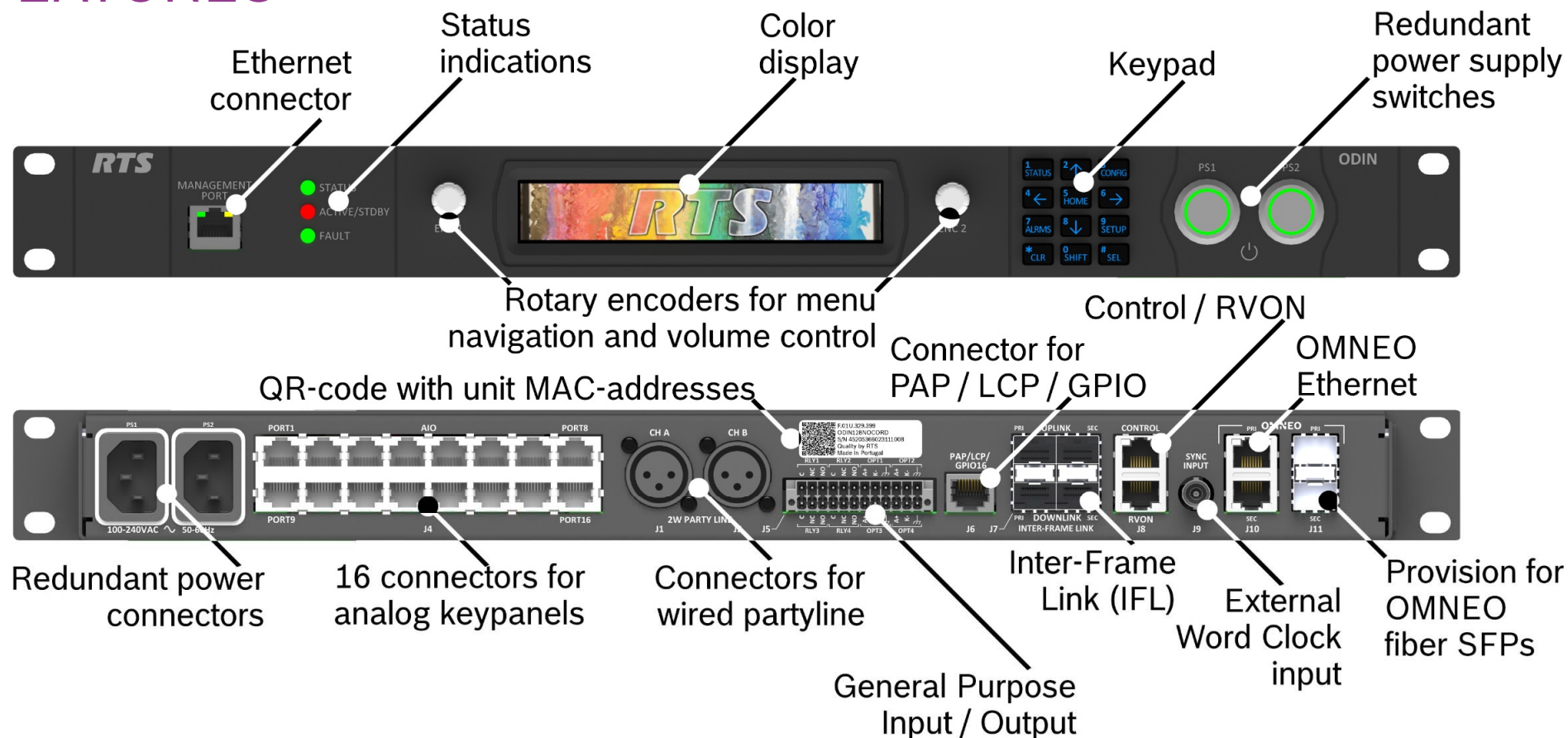
NEW 1RU MATRIX



- Replaces Zeus III
- Built-in OMNEO
- Two levels of scalability
- Single unit scales from 16 to 128 ports
- Up to eight units can be interconnected for a total of 1024 ports
- Built-in connectors for AIO, Two-Wire, OMNEO, LCP/PAP, GPIO
- Redundant power supplies
- Front panel display with icon-driven GUI

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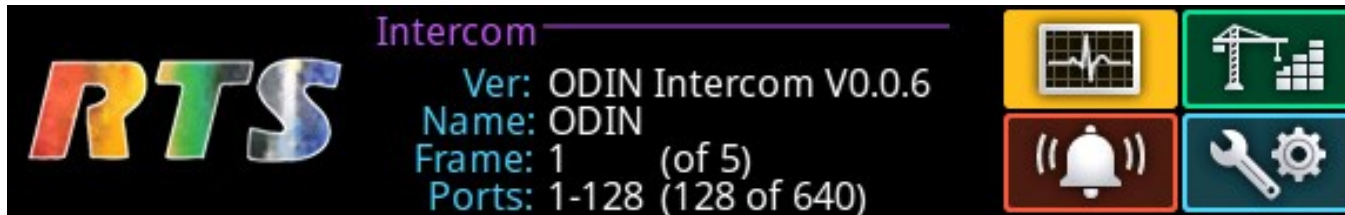
FEATURES



- Front panel color display
 - Modern user interface with icon-based menus
- Most common configuration and setup tasks can be done through the front panel UI
 - AZ-edit and IP-edit updated to reflect ODIN
- RJ45 connectors for computer available on front and rear

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STATUS, CONFIGURATION, ALARMS, SETUP



- Example screen shows Status highlighted in yellow
- Push knob to select Status



- Turning knob moves cursor from one icon to another
- Name of function is displayed on top bar
- For IP-addresses etc, ODIN uses input-form screens

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FIVE TALKING POINTS



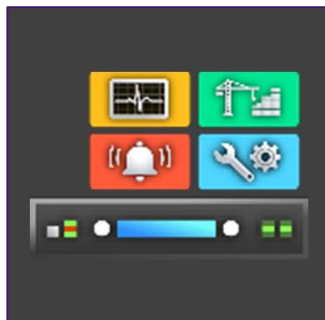
SCALABLE

Grow by adding
licenses or more
ODINs



VERSATILE

Supports
OMNEO, AIO,
and Two-Wire



USER FRIENDLY

Icon-based front
panel user
interface



ENVIRON- MENTAL

Less electricity,
less space, less
cooling



FLEXIBLE

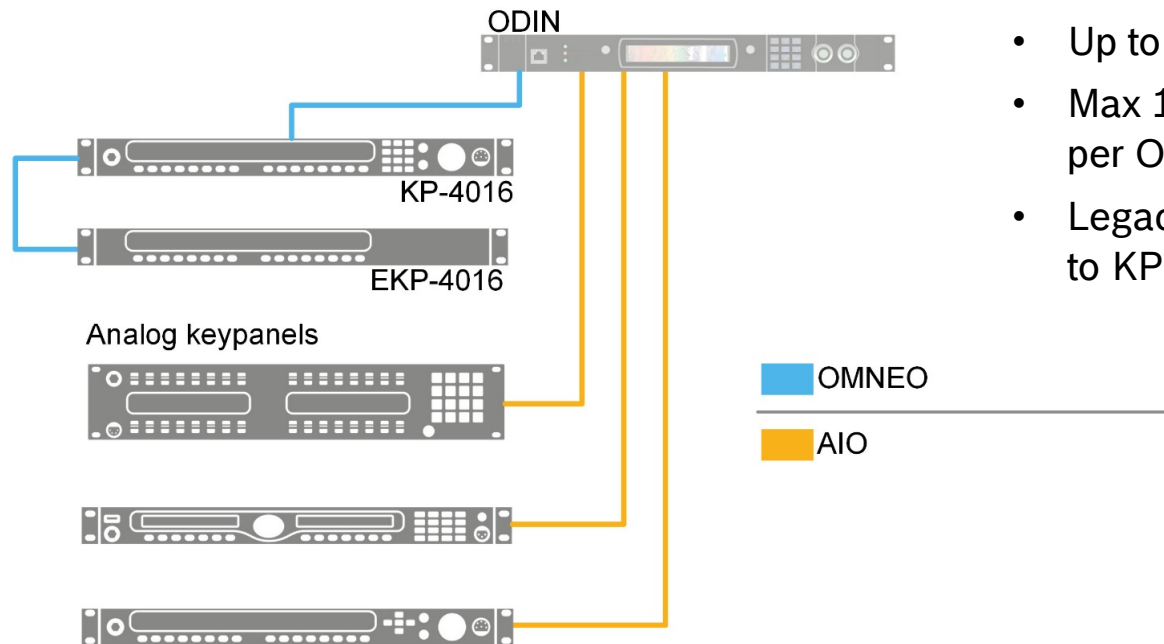
Reallocate your
ports to any
hardware type

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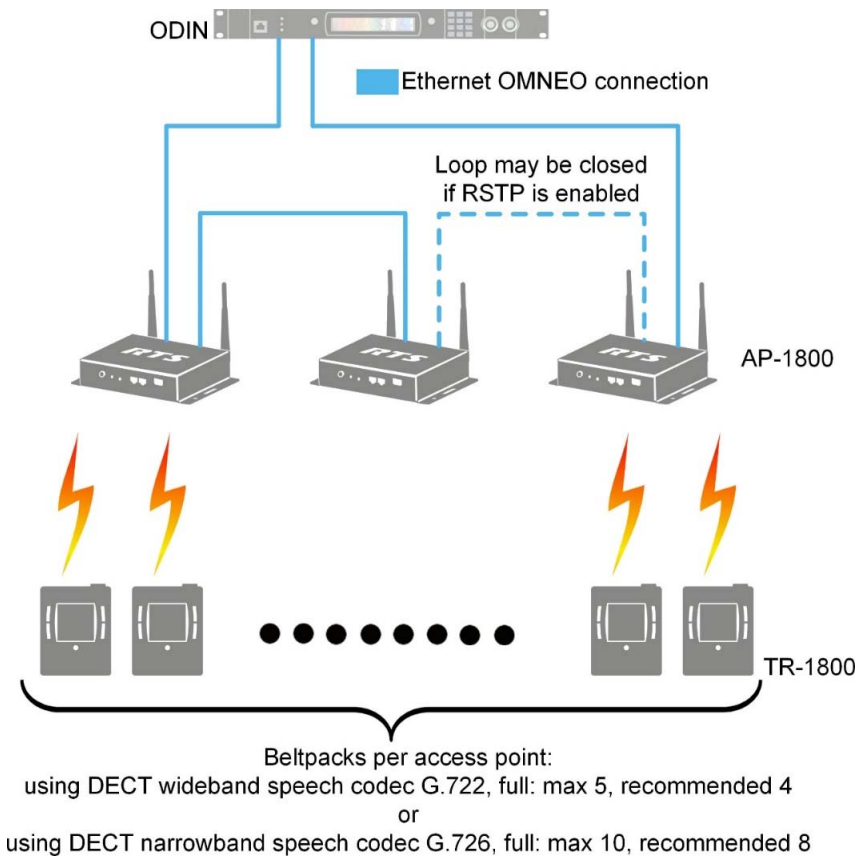
BASIC USE CASE 1: KEYPANELS



- Each keypanel uses a port
- Up to 128 ports
- Max 16 analog keypanels per ODIN
- Legacy keypanels all the way back to KP96-7 are supported

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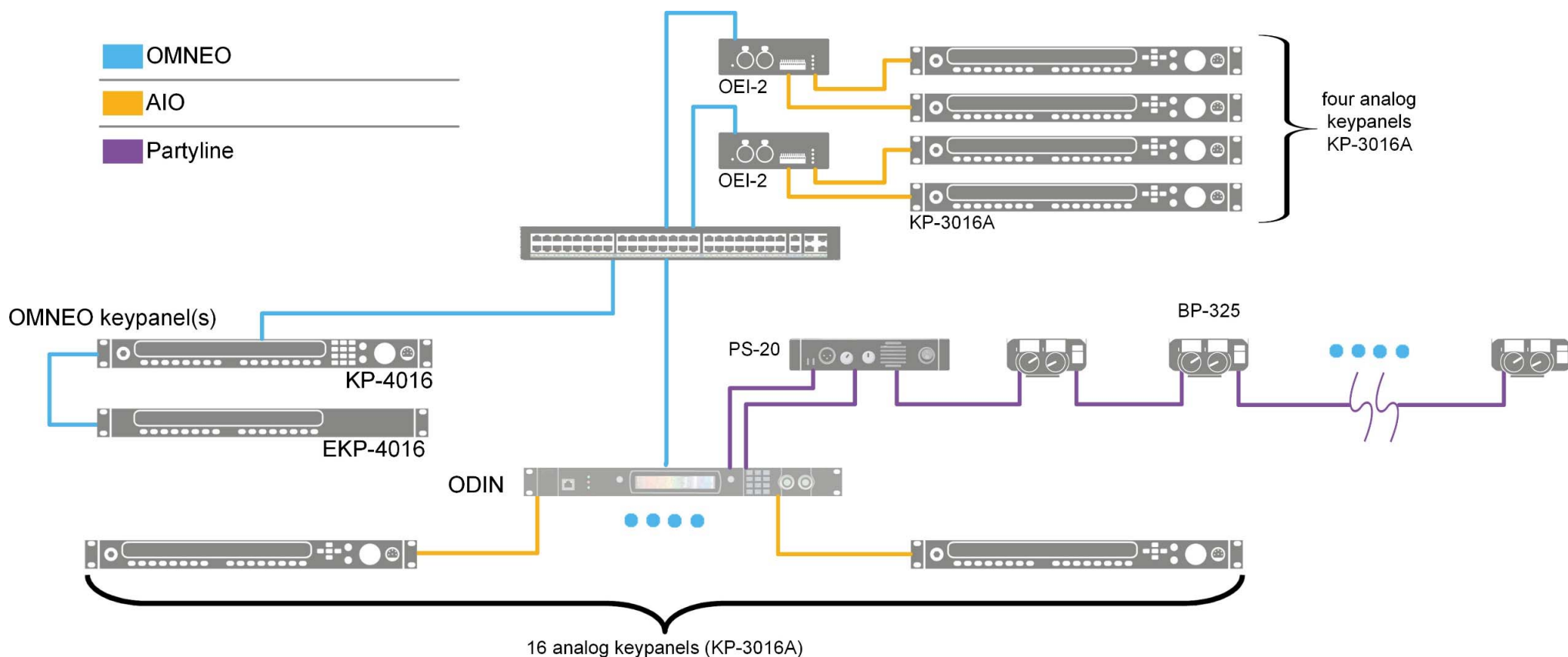
BASIC USE CASE 2: ROAMEO



- Supports ROAMEO wireless matrix system
- ROAMEO is DECT-based, no frequency issues

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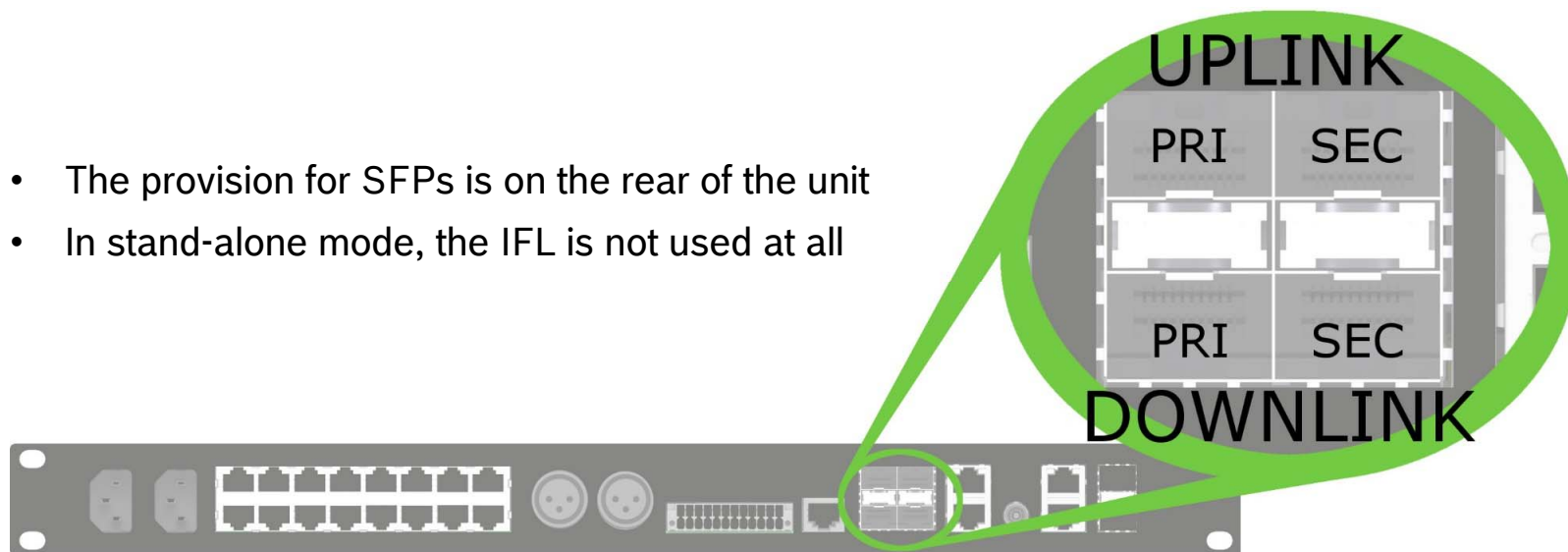
MIXED USE CASE: AIO, OMNEO, TWO-WIRE



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EXPANDING ODIN: USING THE INTER-FRAME LINK (IFL) (I)


- The provision for SFPs is on the rear of the unit
- In stand-alone mode, the IFL is not used at all



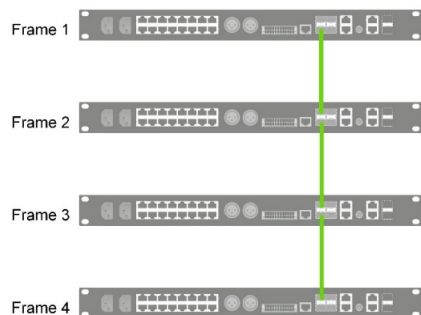
- To connect two ODINs (for a total of 256 ports), each unit must have at least one SFP.
- On unit 1, SFP is plugged into DOWNLINK; on unit 2, SFP is plugged into UPLINK
- Primary and Secondary are equivalent but each one is a backup for the other

ODIN SALES PRESENTATION

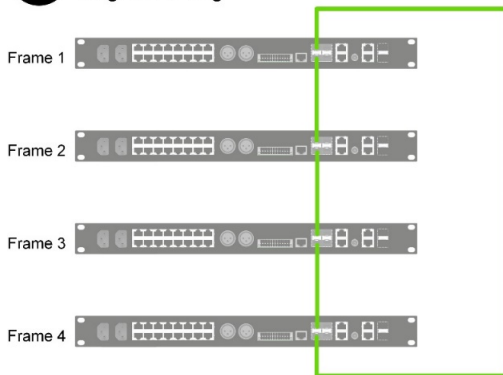
EXPANDING ODIN: USING THE INTER-FRAME LINK (IFL) (II)

 Optical fiber (Inter-Frame Link)

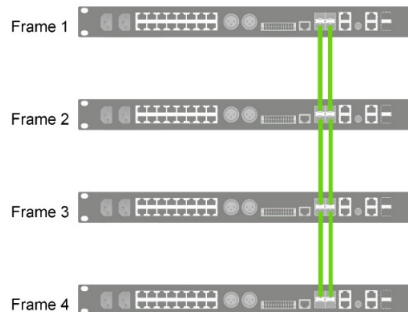
1 Four-frame ODIN system,
simple IFL interconnectivity



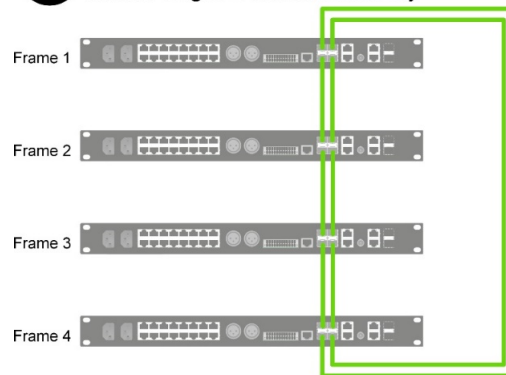
2A Four-frame ODIN system,
single IFL ring



2B Four-frame ODIN system,
duplicated IFL interconnectivity

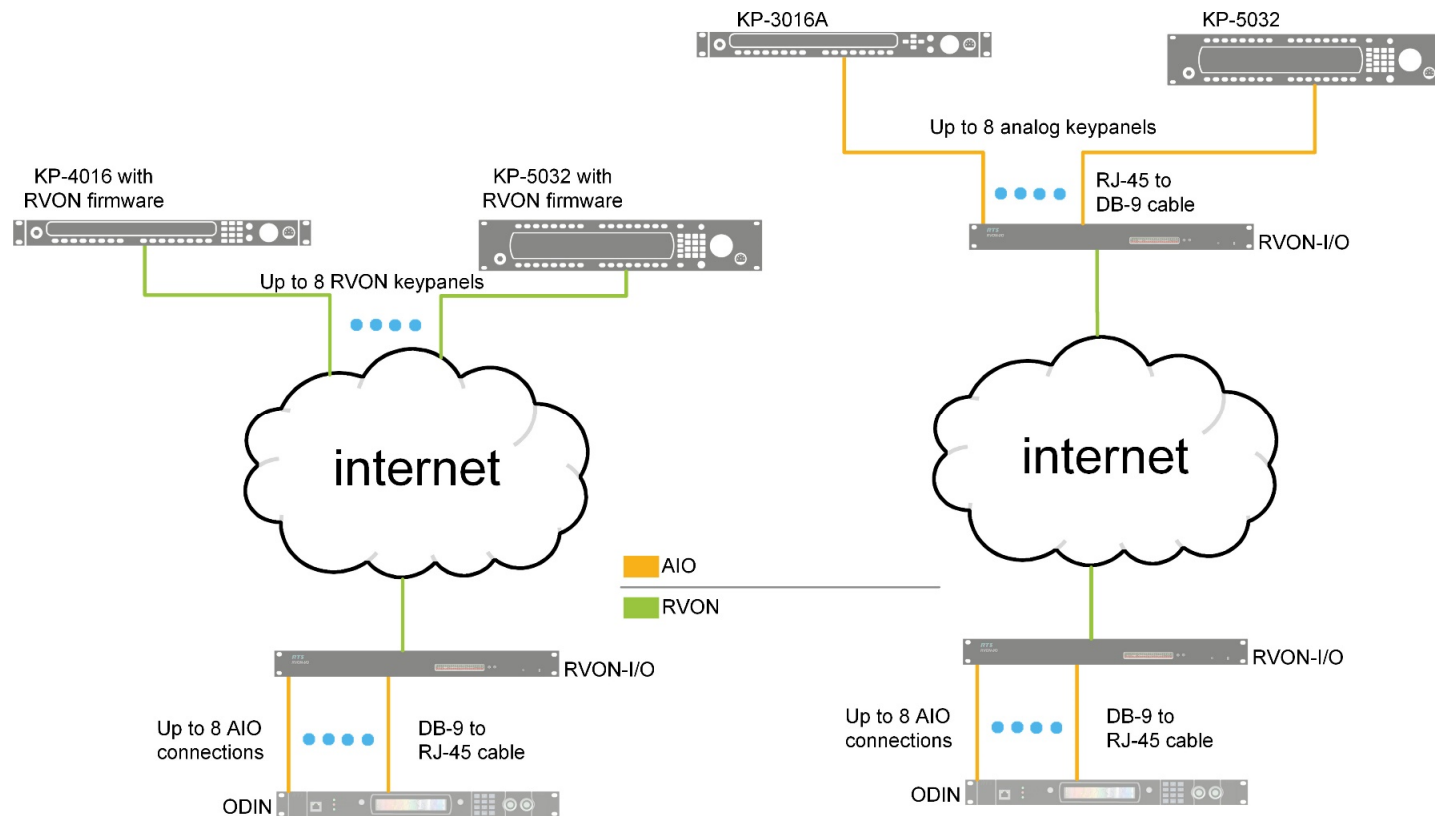


3 Four-frame ODIN system,
double-ring IFL interconnectivity



- IFL is a bidirectional link with a signaling rate of about 2 Gbit/s
- Turns multiple units into a **single matrix with up to 1024 ports**
- The level of redundancy can be user configured. Option 1 has no redundancy, options 2A and 2B intermediate, and option 3 the highest (double ring architecture)
- SFPs are sold separately – single and multi-mode versions available

MIXED USE CASE: ODIN WITH EXTERNAL RVON-IO



ODIN SALES PRESENTATION

RTS MATRIX LINEUP

Attribute	ADAM	ADAM-M	ODIN	Cronus	Zeus III	Zeus III LE+
Port Capacity Single Frame	272	128	128	32	32	16
Takes expansion cards	Yes	Yes	No	Yes	No	No
Max ports, expanded system	880 (Full OMNEO ¹)	512 (Full OMNEO ¹)	1024 ²	128	NA	NA
Rack Units Single Frame	7	3	1	2	1	1
Redundant Power Supplies	Yes	Yes	Yes	Yes	Yes	Yes
Redundant Controllers	Yes	Yes	No	No	No	No
Bus Expansion	Yes (TBX)	Yes (TBX)	Yes (IFL ⁴)	Yes (4x Cronus ³)	No	No
Link Method	Single or Multi Mode Fiber	Single or Multi Mode Fiber	Single or Multi Mode Fiber	Coax/Fiber	NA	NA
Cable Length, Single Mode	40 km (TBX)	40 km (TBX)	15 km ⁵ (IFL)	Fiber (SM) 15 km, Coax 90 m	NA	NA
Cable Length, Multi Mode	550 m (TBX)	550 m (TBX)	500 m (IFL)		NA	NA
Front-panel display	No	No	Yes	Yes	No	No
Display type	NA	NA	TFT, color, icon-based	LCD, B/W, text	NA	NA
Audio Bits	24	24	24	24	24	24
OMNEO Audio	Yes	Yes	Yes	No	No	No
Trunking Support	Yes	Yes	Yes	Yes	Yes	Yes
Matrix PC Connection	Ethernet, Serial	Ethernet, Serial	Ethernet ⁶	Ethernet, Serial, USB	Ethernet, Serial, USB	Ethernet, Serial, USB
Field-upgradeable firmware	Yes	Yes	Yes	Yes	Yes	Yes
Integrated Partyline Interface	No	No	Yes (2)	No	Yes (2)	Yes (2)
General Purpose Outputs	External GPIO-16	External GPIO-16	4	4	2	2
General Purpose Inputs	External GPIO-16	External GPIO-16	4	4	8	8

Footnotes

1 Uses OMI-64 cards

2 Eight units, interconnected with optical fiber

3 Requires linking license

4 IFL is Inter-Frame Link

5 Up to 40 km available, depending on SFP

6 Connectors available on front and rear

ODIN SALES PRESENTATION

THE COMPETITION

	Product ⁰		
	Riedel Tango	Kroma / AEQ CrossNet	RTS ODIN
Form factor	1.5 RU	1 RU	1 RU
Redundant power	yes	no	yes
Power consumption (W)	≤ 200	Not available	47
Front display	yes, TFT B/W	yes, LCD	yes, TFT color
Front disp. dim's WxH (mm)	48.3 x 35.6	47.2 x 17.8	120.1 x 18.9
Front disp. dim's WxH (inches)	1.90 x 1.40	1.86 x 0.70	4.73 x 0.74
Front display GUI type	Text menus	Text menus	Graphical icons & input forms
Max ports single unit	80 ⁽¹⁾ blocking	168 ⁽²⁾ non-blocking	128 ⁽³⁾ non-blocking
Scalability?	no	no	yes, up to 8 x 128 ports (1024 ports)
Dante ports?	no	yes, 128	yes, 128 ⁽⁴⁾
AES67?	yes ⁽⁵⁾	yes	yes ⁽⁶⁾
Other?	yes, AVB (high bandwidth)	yes, 8x KROMA digital ⁽⁷⁾	RVON ⁽⁶⁾⁽⁷⁾
Two-wire analog partyline?	no	no	yes, 2 ⁽⁸⁾
Built-in TIF?	no [TBC]	yes ⁽⁹⁾	no
External Sync?	Word Clock in/out (2 x coax, daisy chained)	Word Clock (via RJ45 input)	Word Clock in (coax input) ⁽¹⁰⁾
Digital PL ports?	yes, 2 ⁽¹¹⁾	no	yes, OMNEO
Option card?	yes	yes	no
Analog (AIO) ports	8	12	16
GPIO?	yes, 10	yes, 16 ⁽¹²⁾	yes, 8 ⁽¹³⁾
Ethernet ports RJ45	2	2	2
Fiber ports (SFP)	0	0	2
Voice over IP (VoIP)?	no	yes, 20 ⁽¹⁴⁾	yes ⁽⁶⁾ , 16 RVON ⁽⁷⁾ channels
Capacity steps?	1	5 ⁽¹⁵⁾	8 ⁽¹⁶⁾
Other features	Front USB for PC to configure internal matrix	Built-in keypad ⁽¹⁷⁾ Up to 20 WiFi KPs ⁽¹⁸⁾	Front management port RJ45

Footnotes 0 Delec's 1RU matrix products have been discontinued

7 For G.711 / G.729AB codecs

13 Terminal block connector with 4 GPI and 4 GPO; matching connector included

1 80 in, 40 out (asymmetrical, blocking)

8 Plus one dedicated Stage Announce output

14 KROMA's proprietary AoIP protocol

2 128 of which are Dante

9 Requires a SIM-card

15 Port counts of 40, 72, 104, 136, or 168 available; requires additional HW cards

3 Total port budget can be allocated to any hardware type supported by device

10 Multiple units are synchronized via the Inter-Frame Link connection

16 From 16 to 128 ports, in steps of 16, software license required

4 OMNEO

11 For Performer digital partyline system

17 Features a four-key pushbutton panel on front

5 Ravenna

12 Unit has two 15-pin D-connectors with a total of 8 GPI and 8 GPO

18 Supports KROMA's WiFi keypad system; WiFi access points req'd

6 Future F/W release

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MATERIALS TO SUPPORT YOU (I)

Item	Description	Format
Announcement To Regions	Short description. Ordering info. Product descriptions intended for price sheets.	PDF
Photos	High-res photos of back, front, fans. Perspective views from left and right.	JPG
Sales presentation	This powerpoint	PPT
Marketing Briefing	Internal document. Provides in-depth information.	PDF
Application Notes (x4)	ODIN-specific Application Notes	PDF
Battle card	Comparison of ODIN, Tango, and CrossNet	XLS / PDF

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MATERIALS TO SUPPORT YOU (II)

Item	Description	Format
Five talking points	The talking points shown earlier	PDF
Product video	Computer-animated video with voice-over, to show off the features	MP4
Brand video	RTS brand video, what we're all about	MP4
Leaflet	Product leaflet for ODIN	PDF
Exhibition material	Graphics for ODIN, intended for exhibitions	
Architect & Engineers specifications	A&E spec intended for specifying a compact IP-based matrix	Word

THANK YOU

