



MS-920UDLS Sales Guide

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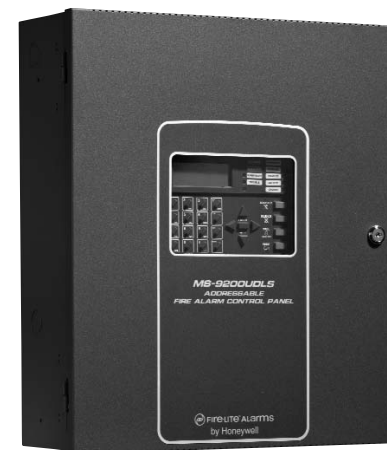
Competition

1. Product Briefing

Fire-Lite's MS-9200UDLS Intelligent Addressable Fire Alarm System with new LiteSpeed™ SLC protocol is ideal for small to medium facilities. The cost efficient MS-9200UDLS consists of a single PC board, including all electronics, a 3 amp power supply, built-in digital communicator and support for 198 addressable devices on one signaling line circuit (SLC). It is designed for ease of installation, programming and operability to meet any application requirement and to grow as your customers' needs expand.

The MS-9200UDLS comes standard with a user-friendly LCD Display, 4 NAC circuits with built-in synchronization for System Sensor, Wheelock and Gentex devices, two programmable relays and support for up to 32 optional LCD-80F or ACS LED annunciators. The 3-amp power supply can be expanded to 6 amps with a low-cost transformer assembly providing up to 5 amps for external devices.

The panel can be programmed from the front panel keyboard and a standard PC keyboard can be plugged into the board's PS-2 connector to facilitate keystrokes. In addition, any computer with Windows®-2000 Professional or greater, a modem and Fire-Lite's PK-CD Upload/Download software kit can serve as a programming terminal. This kit provides capability for download (or upload) of the entire panel program, history file, walk test data, current status and system voltages via dialup over the Public Switched Telephone Network, without having to visit the site. Of significant interest to dealers is the new panel LiteSpeed SLC device polling protocol which enables the system to poll 10 devices at a time. Not only is the system faster in signaling an alarm, it also allows the use of standard twisted unshielded fire wire substantially decreasing wire cost. Another new feature is the larger enclosure with easy to install or replace chassis and electronics



MS-9200UDLS

2. Selling Strategies

Target Customers

- Small to medium facilities including:
 - Banks
 - Cinemas
 - Department Stores
 - Food Stores
 - Restaurants
 - Schools (Elementary, Middle, and High Schools)
 - Strip Malls
 - Small Retail Outlet Stores
 - Apartment Complexes
- Buildings less than 75 feet in height:
 - Dormitories
 - Small Motels
 - Small Hotels
 - Extended Stay Facilities
- Commercial buildings including:
 - Manufacturing
 - Warehousing
 - Telecommunication Systems
 - Corporate Headquarters
- Healthcare including:
 - Smaller Hospitals and Clinics
 - Nursing Homes
 - Retirement or Assisted Living Facilities

Typical Customer Profiles

• Security or Facility Manager in a Small to Mid-Sized Business or Public Facility:

A department (such as security or administration) within the business or enterprise that is responsible for providing and maintaining fire alarm protection and security for that facility or facilities.

Example: A building such as a small or medium sized elementary school or middle school with attached gymnasium.

• Building Owner or Contractor:

A building owner that is responsible for providing life safety for his building or a contractor that is responsible for supplying life safety systems to his clients. A property management company with responsibility for multiple tenants with diversified businesses within a building.

Example: A strip mall with eight stores sharing a common fire protection scheme.

Qualifying Questions

1. **How dispersed are the devices from the panel?**
The MS-9200UDLS's SLC loop can be up to 10,000 feet long using Standard twisted fire wire.
2. **What type of building is it? (Motel, Assisted living, Student Dormitories)**
A single MS-9200UDLS can support up to 198 points, consisting of up to 99 detectors and 99 modules.
3. **Do you anticipate any future expansion plans?**
The MS-9200UDLS will grow to meet your customers' expanding business needs with a total of 99 detectors and 99 modules. Built-in software logic zones can be programmed to meet any critical need.
4. **Are you constrained by budget limitation?**
For smaller applications, the MS-9200UDLS is a compact, cost effective Fire Alarm Control Panel/Communicator that provides large system technology and quality at a reasonable price.
5. **Do you have a need for a Voice Evacuation System?**
The ACC-25/50 Voice Evacuation product is an add-on to the MS-9200UDLS and offers one of the most versatile voice evacuation systems available.

Selling Points

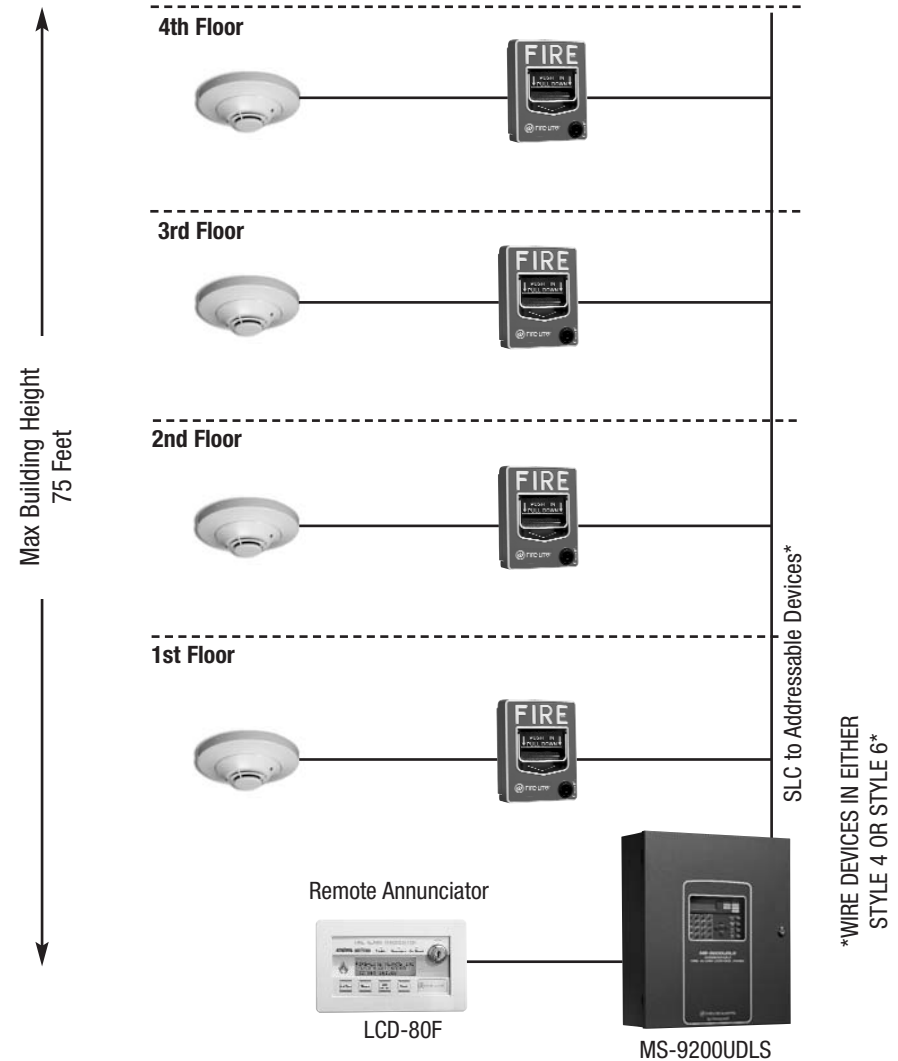
- Designed for small to medium sized installations
- Flexible, easy to expand
- User-friendly interface for easier programming and maintenance
- Compliance - - UL 864 (Fire), NFPA-72, FM and MEA
- Supports a wide range of addressable sensors:
 - Photo, Ion, Beam, Heat detectors, Duct Detectors
- Supports a variety of notification devices such as:
 - Horns and Strobes (including SpectrAlert Selectable Output Series of strobes, horns/strobes and speaker/strobes)
- Voice Evacuation Systems
 - Plug & Play with ACC-25/50, ACC-25/50ZS and distributed amplifier models
- Integrates or retrofits existing conventional devices
- Drop in upgrade for MS-9200
 - Uses existing wire
 - Uses existing intelligent devices

3. Features & Benefits

One isolated intelligent Signaling Line Circuit (SLC) Style 4, 6 or 7.	The MS-9200UDLS's one loop system with 198 points allows room for expansion as your needs grow.
Standard 80-character LCD backlit display, (4 lines x 20 characters) comes standard.	Easy to use and very intuitive. Allows programming without any additional hardware required.
Four (4) Notification Appliance Circuits (NACs) rated at 2.5 amps with synchronization for System Sensor, Wheelock and Gentex devices.	Built-in synchronization allows conforming to present day code requirements without need for additional hardware or labor.
Fully programmable from local keypad, local PS-2 keyboard or PC via PK-CD Windows® utility.	The MS-9200UDLS is easy to configure and is 100% programmable either locally or remotely.
Auto-programming	The MS-9200UDLS has the capability to identify devices by detector or module type to establish fire protection across the entire facility within minutes.
SLC operates up to 10,000 feet on 12 AWG unshielded twisted pair (UTP) fire wire.	Reduces cost of wire by 20% overall and permits retrofit of conventional systems using unshielded wire.
Remote Programming and Monitoring via phone lines	Permits upload/download of system programming information as well as verification of system parameters, including detector sensitivity without having to leave your office.
Quick remove electronics on chassis	Removal of chassis via only two securing nuts permits Backbox to be installed during construction without electronics providing protection from dust and dirt.
Larger enclosure	Permits use of larger 18AH batteries with no need for additional enclosures and allows more wire room for installers.

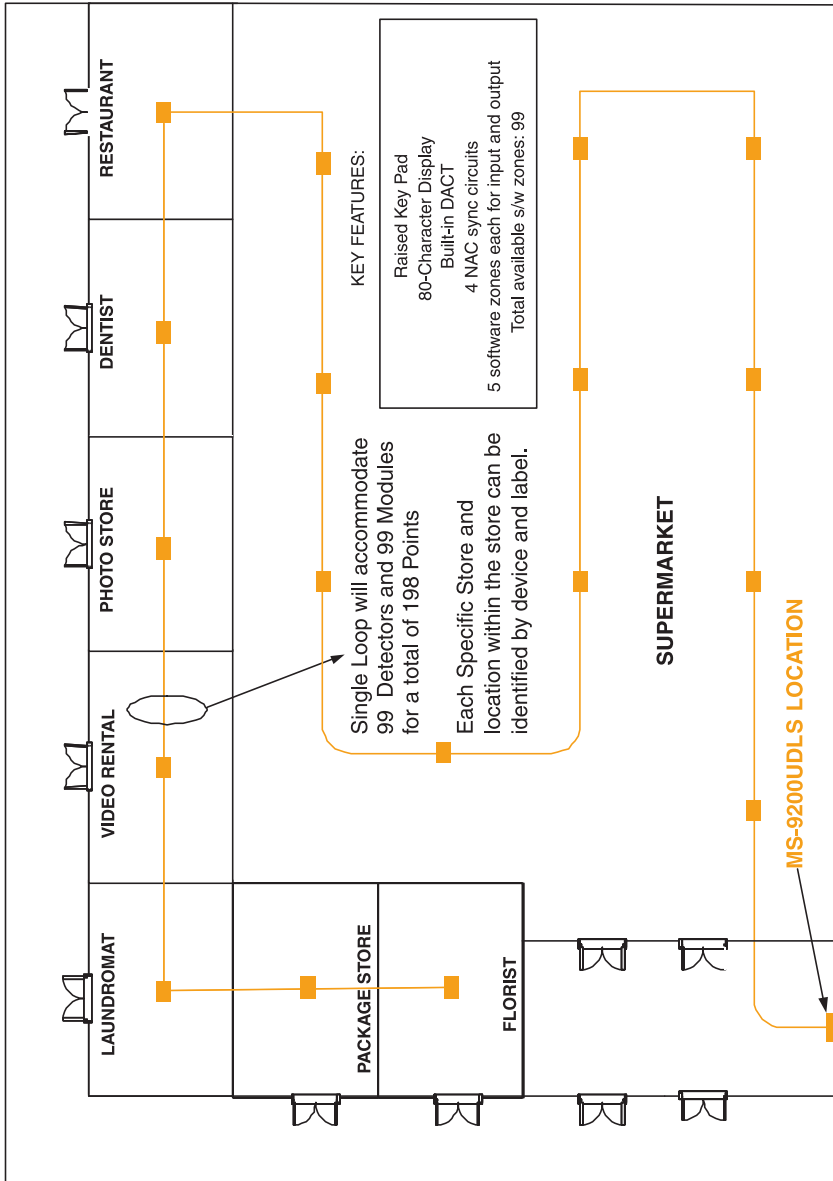
4. Key Applications

MID-RISE BUILDING APPLICATION



THE SOFTWARE ZONES' FLEXIBLE PROGRAMMING FEATURE ALLOWS "FLOOR ABOVE/FLOOR BELOW" SIGNALING ALONG WITH OPTION FOR "ELEVATOR RECALL".

MID-RISE STRIP MALL APPLICATION



5. Competition

Feature	FIRELITE MS-9200UDLS	SIEMENS FS-100	EST QS1	SIMPLEX 4008	SILENT KNIGHT 5808
Addressable Signaling Line Circuits (SLCs)	1 (Style 4, 6 or 7)	1 (Style 4 or 6 only)	1 (Style 4 or 7)	1 (Style 4, 6, or 7)	1 (Style 4, 6, or 7)
Intelligent Addressable Detectors	99	60	Any Mix of 250	Any mix of 50	Any mix of 127
Maximum Addressable Detectors	99	60	Any Mix of 250	Any mix of 50	Any mix of 127
Maximum Addressable Modules	99	60	Any Mix of 250	Any mix of 50	Any mix of 127
Maximum Addressable Devices	198	120	250	50	127
Built-in Notification Circuits	4 Class B or 2 Class A	4 Class A or B	2 Class A or B	2 Class B or 1 Class A	4 Class B or 2 Class A
Alarm, Trouble and Supervisory Relays	Yes	Yes	Yes	2-Alarm & trouble	Yes
Analog Detectors with Verify	Yes	Yes	Yes	Yes	No
Automatic Detector Test (NFPA 72)	Yes	Yes	Yes	Yes	Yes
Maintenance Alert	Yes	Yes	Yes	Yes	Yes
Environmental Drift Compensation	Yes	Yes	Yes	Yes	Yes
Pre-alarm Warning	Pre-Signal plus delay function	Yes	Yes	Yes	Yes
Alarm Sensitivity Levels	No	No	Yes	No	No
Addressable 2-Wire Detector Monitor Module	Yes	Yes Photo and Photo/Thermal only	Yes	No	No
100% Field Programmable from Built-in Keypad	Yes (or via PS-2 Keyboard)	Yes Optional 16 button Keypad	Yes (Requires barcode scanner for devices)	Yes	Yes

Feature	FIRELITE MS-9200UDLS	SIEMENS FS-100	EST QS1	SIMPLEX 4008	SILENT KNIGHT 5808
Auto Programming Feature	Yes	Yes (Devices must be pre-programmed)	Yes	Yes	Yes (Devices must be pre-programmed)
Off Line PC Programmer with Upload/Download	Yes Local plus over telephone connections	Yes but No Upload/Download	Yes	Yes (local only)	Yes
Auto Silence	Yes	Optional	Yes	Not Shown	Yes
Silence Inhibit	Yes	Optional	Yes	Not Shown	No
Reset Inhibit Timer	Yes	Optional	Yes	Not Shown	No
NAC Coding Options with Built-in Synchronization	Yes for System Sensor, Wheelock or Gentex	No	Yes (Genesis product only)	Yes (Simplex only)	Yes
80 character Backlit/LCD Display	Yes	Yes	224	No 2x20 (40 char. only)	Yes
Remote Upload/Download	Yes	No	No	No	Yes
Optional City Tie and Municipal Box Circuits	Yes	Yes	Yes	Yes	Yes
Event History	1,000	500	1,000	500, Alarm (100), Supervisory (100) and Trouble (300)	500
EIA-232 Serial Printer and/or CPU Interface	Printer or Computer	Optional Printer	Printer or Computer	Printer or Computer	Printer
EIA-485, Serial Remote Annunciator Interface	Yes	Optional	Yes (either LCD or LED serial)	Yes (either LCD or LED serial)	No
Optional Remote LCD Display with Control Functions	Yes (32 max)	Yes (16 max)	Yes (up to 8)	Yes (up to 4)	Yes (up to 8)
Optional Serial Remote LED and Graphic Annunciator	Yes	Yes (16 max)	Yes (8 max)	Yes (4 max)	Yes (up to 8)
Optional PAS Pre-signal	Yes	Yes	No	Not Shown	Yes

Feature	FIRELITE MS-9200UDLS	SIEMENS FS-100	EST QS1	SIMPLEX 4008	SILENT KNIGHT 5808
Optional Peer-to-Peer Network Interface	No	No	Yes	Yes	No
Voice & Firefighter's Telephone Options	Yes Separate System (No Phone) but can be driven from panel	No	No	Yes, Separate System Required	Yes, Separate System Required
Main Power Supply	3.0 Amps expandable to 6. Can charge 18 Ah batteries in same enclosure	3.0 Amps	6 Amps (4.75 available for external use)	3.0 Amps 18 Ah requires separate battery box.	6.0 Amps.
Total On Board NAC Power	2.5 amps expandable to 5	2.5 amps	4.75 amps	1.35 amps	6 amps
NAC Power Per Circuit	2.5 amp each	1.5 amp each	2 amp for #1 and 1 amp for #2	2 amp each	3 amp each
Optional High Capacity External Charger	Yes	No	No	Yes	No
One Man Walk Test	Yes	Yes	Yes	Yes	Yes
Maximum Distance on SLC Loop	10,000 feet (3,048 m) @ 12AWG twisted fire wire total wire length bussed or T-Tapped	Unknown	Full load is limited to less than 1000 feet on a 2C18FPL	2,500 feet with 200 devices, 4,000 feet with 125 devices to furthest device up to 10,000 feet total wire length with T taps for class B only twisted unshielded. Shielded may be required for some applications.	10,000 feet No Twisted or Shielded cable required
Optional High Capacity DACT Communicator	Standard	Yes	Yes	Standard	Standard
Approved for Releasing	No	No	Yes with special module	No	Yes (Water Deluge)

Note: feature comparison is based on available published information.



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