



MS-9600LS Sales Guide

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1. Product Briefing

Fire-Lite's MS-9600LS Intelligent Addressable Fire Alarm System with new *LiteSpeed*™ SLC protocol is ideal for medium to large facilities. The MS-9600LS consists of a single PC board, including all electronics, a 7 amp switching power supply, optional plug-in digital communicator and support for 318 addressable devices on one signaling line circuit with expansion to 636 devices via a plug-in SLC board. The system features a large enclosure with available trim ring. The electronics and power supply are mounted on a quick install/remove metal chassis. 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-9600LS comes standard with a user-friendly LCD Display, 4 NAC circuits with built-in synchronization for System Sensor, Wheelock and Gentex devices and two programmable relays. The 7-amp switching power supply provides ample power for the panel and external devices.

The panel can be programmed from the front panel keyboard or a standard PC keyboard can be plugged into the board's PS-2 connector to facilitate keystrokes. 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. With the addition of the DACT-UD option, the PK-CD 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 facility.

Of significant interest to installers is the new panel's 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 using only two securing nuts.



MS-9600LS

2. Selling Strategies

Target Customers

- Medium to large 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 150 feet in height:
 - Dormitories
 - Motels
 - 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 Mid-Sized or larger 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 or campus comprised of a medium-sized elementary school, middle school or high school.

- **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-9600LS's SLC loop(s) can be up to 10,000 feet long using standard twisted unshielded fire wire.
2. **What type of building is it? (Motel, Assisted living, Student Dormitories)**
A single MS-9600LS can support up to 636 addressable points, with optional second loop card, consisting of up to 318 detectors and 318 modules.
3. **Do you anticipate any future expansion plans?**
The Fire-Lite MS-9600LS will grow to meet your customers' expanding business needs with a total of 318 detectors and 318 modules per each SLC. Built-in software logic zones can be programmed to meet any critical need.
4. **Are you constrained by budget limitation?**
The MS-9600LS 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 Fire-Lite ACC-25/50 family of Voice Evacuation products is an add-on to the MS-9600LS and offers one of the most versatile voice evacuation systems available.

Selling Points

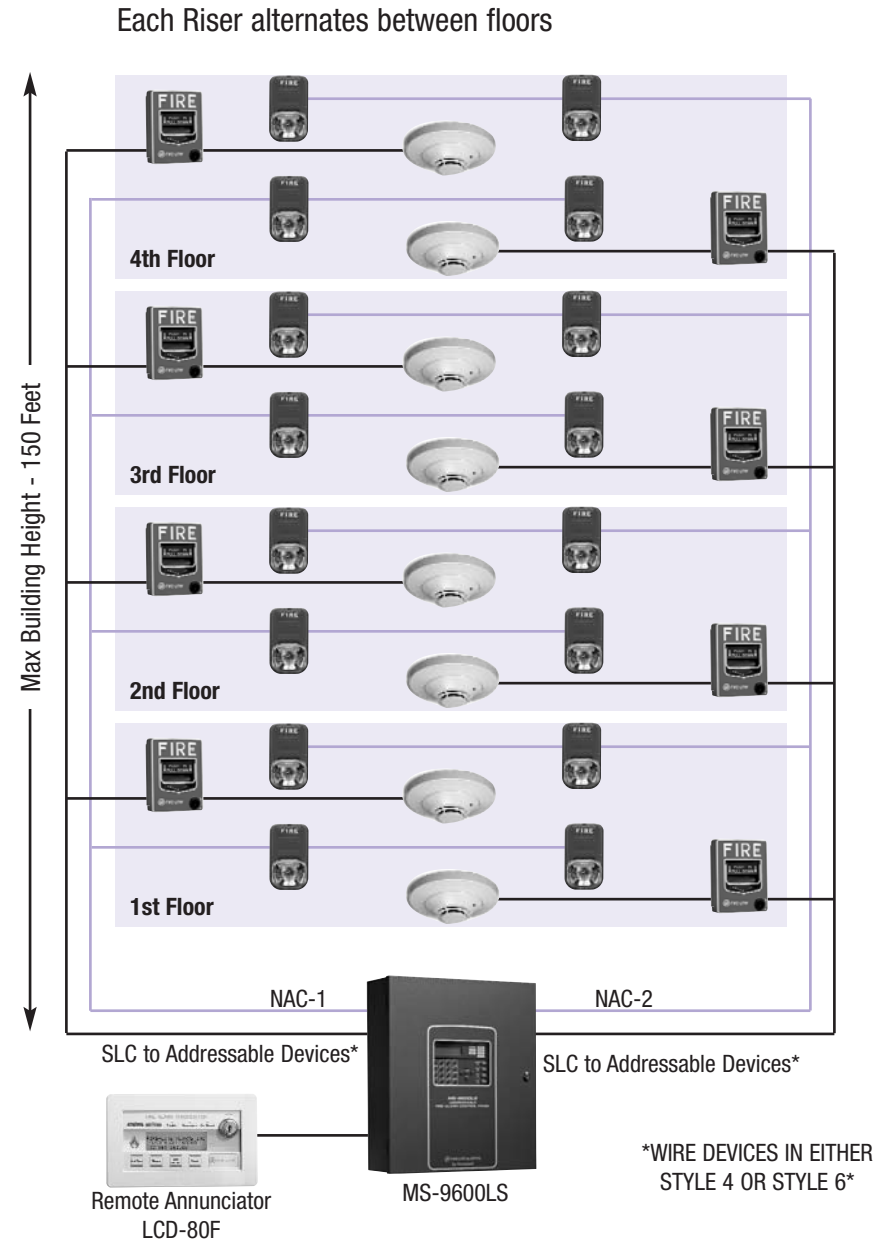
- Designed for medium sized to larger installations
- Flexible, easy-to-expand
- User-friendly interface for easier programming and maintenance
- Compliance - - UL 864 (Fire), NFPA-72, and ULC
- Supports a wide range of addressable sensors:
 - Photo, Ion, Beam, Heat detectors, Duct detectors
- Supports a variety of notification devices such as:
 - Horns and Strobes (including SpectrAlert Selectable Output Series of strobes, horns/strobes and speaker/strobes from System Sensor, Wheelock and Gentex)
- Voice Evacuation Systems
 - Plug & Play with ACC-25/50, ACC-25/50ZS and distributed amplifier models
- Integrates or retrofits existing conventional devices
- Allows use of existing unshielded wire

3. Features & Benefits

One or two intelligent Signaling Line Circuits (SLC) Style 4, 6 or 7.	The MS-9600LS's 2-loop system with expansion capability of up to 636 addressable devices 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-9600LS is easy to configure and is 100% programmable either locally or remotely.
Auto-programming	The MS-9600LS has the capability to identify devices by detector or module type to establish fire protection across the entire facility within minutes.
Programmable Sounder/Relay Base	Provides added functionality by selectively isolating notification local alarms without having to evacuate the entire building. Permits verification of actual alarm, therefore offering cost savings in equipment, labor and time, and minimal disruption to owner's business.
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.

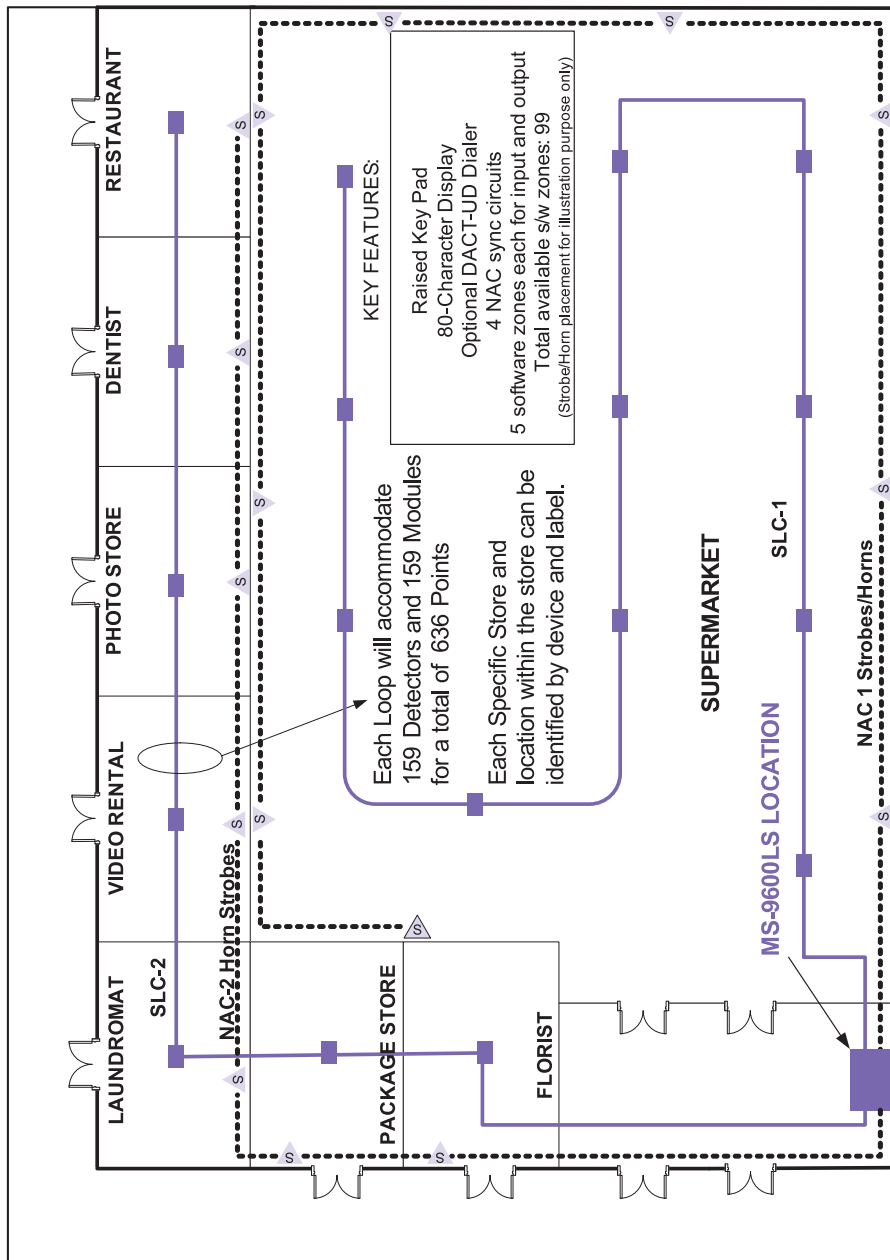
4. Key Applications

MID-RISE BUILDING APPLICATION



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

STRIP MALL APPLICATION



5. Competition

Feature	FIRELITE MS-9600LS	SIEMENS FS-250	EST QS1	SIMPLEX 4008	MIRCOM FX-2003
Addressable Signaling Line Circuits (SLCs)	2 (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	318	252	Any Mix of 250	Any mix of 200	99
Maximum Addressable Modules	99	60	Any Mix of 250	Any mix of 200	99
Maximum Addressable Devices	636	252	250	Any mix of 200	198
Built-in Notification Circuits	4 Class B or 2 Class A	4 Class B or 2 Class A	2 Class A or B	2 Class A or B	4 Class B or 4 Class A
Alarm, Trouble and Supervisory Relays	Yes	Yes	Yes	2-Alarm & trouble	Yes
Plug-in Eight Circuit Relay Module	Optional (using Addressable Relay Module ACM-8R)	Optional via RS-485	Optional (using ZR8)	Optional 3 only for alarm, supervisory and trouble	RS-485 Bus driven module 10 relays per card
Analog Detectors with Verify	Yes	Yes	Yes	Yes	Yes
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	Yes
Addressable 2-Wire Detector Monitor Module	Yes	Yes Photo and Photo/Thermal only	Yes	No	Yes
100% Field Programmable from Built-in Keypad	Yes (or via PS-2 Keyboard)	Yes	Yes (Requires barcode scanner for devices)	Yes	Yes

Feature	FIRELITE MS-9600LS	SIEMENS FS-250	EST QS1	SIMPLEX 4008	MIRCOM FX-2003
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 Local connection only	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	Yes but requires sync module	Yes (Genesis product only)	Yes (Simplex only)	Yes
80 character Backlit/LCD Display	Yes	Yes	224	No 2x20 (40 char. only)	4x20
Remote Upload/Download	Yes	No	No	No	Yes
Optional City Tie and Municipal Box Circuits	Yes	Yes	Yes	Yes	Yes
Event History	1,000	2,000	1,000	500, Alarm (100), Supervisory (100) and Trouble (300)	2,000
EIA-232 Serial Printer and CRT Interface	Yes	EIA-232 for laptop	Printer or Computer	Printer or Computer	Printer
Optional 80 Column Printer Option	Yes	Yes	Yes	Not Shown	No
EIA-485, Serial Remote Annunciator Interface	Yes	Optional	Yes (either LCD or LED serial)	Yes (either LCD or LED serial)	Yes
Optional Remote LCD Display with Control Functions	Yes (32 max)	Yes (16 max)	Yes (up to 8)	Yes (up to 4)	Yes
Optional Serial Remote LED and Graphic Annunciator	Yes	Yes (16 max)	Yes (8 max)	Yes (4 max)	Yes
Optional PAS Pre-signal	Yes	Yes	No	Not Shown	Yes

Feature	FIRELITE MS-9600LS	SIEMENS FS-250	EST QS1	SIMPLEX 4008	MIRCOM FX-2003
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 but can be driven from panel
Main Power Supply	7.0 Amps Can charge 18 Ah batteries in same enclosure	6.0 Amps Up to 10 Ah batteries inside enclosure	6.0 Amps (4.75 available for external use)	3.0 Amps - 12 Ah batteries only. 18 Ah requires separate battery box. (optional 3.0 Amp expansion module)	6.0 Amps (option for 12.0 Amps)
Total On Board NAC Power	6.0 Amps	6.0 Amps requires additional transformer	4.75 Amps	1.3 Amps per NAC (special application power derated)	6.0 Amps
NAC Power Per Circuit	3.0 Amp each	1.5 Amp each	2 Amp for #1 and 1 Amp for #2	2 Amp each	1.7 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 unshielded (UTP) fire wire total wire length bussed or T-Tapped	Unknown	Full load is limited to less than 1000 feet on a 2C18FPL	2,500 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.	Unknown
Optional High Capacity DACT Communicator	Optional DACT-UD	Yes	Yes	Standard	Optional
Approved for Releasing	No	No	Yes with special module	No	No

Note: feature comparison is based on available published information.



One Fire-Lite Place
Northford, CT 06472-1610
Phone: 203-484-7161
Fax: 203-484-7118
www.firelite.com

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