



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

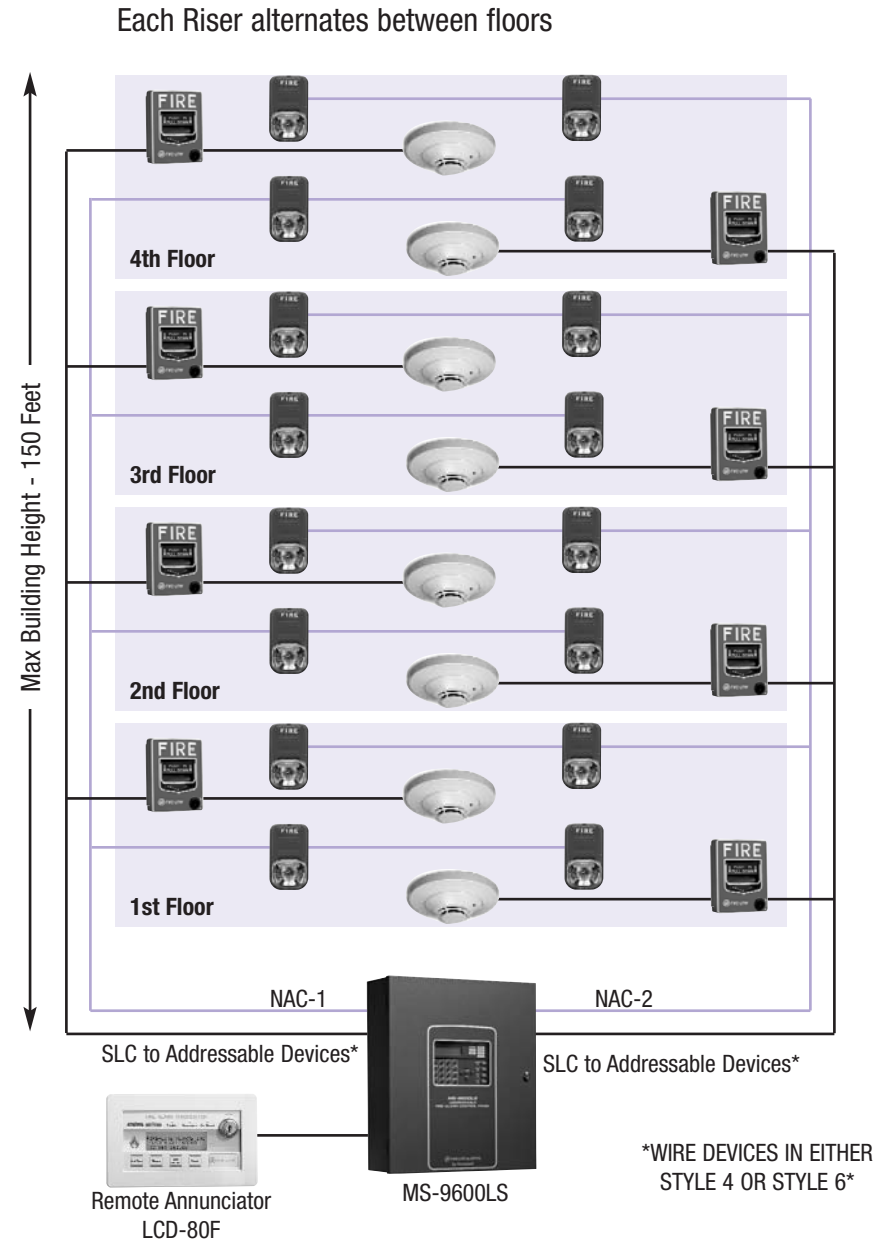
- Designed for medium sized to larger installations
- Flexible, easy-to-expand
- User-friendly interface for easier programming and maintenance
- Compliance - - UL 864 (Fire), NFPA-72, and ULC
- Supports a wide range of addressable sensors:
 - Photo, Ion, Beam, Heat detectors, Duct detectors
- Supports 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. |

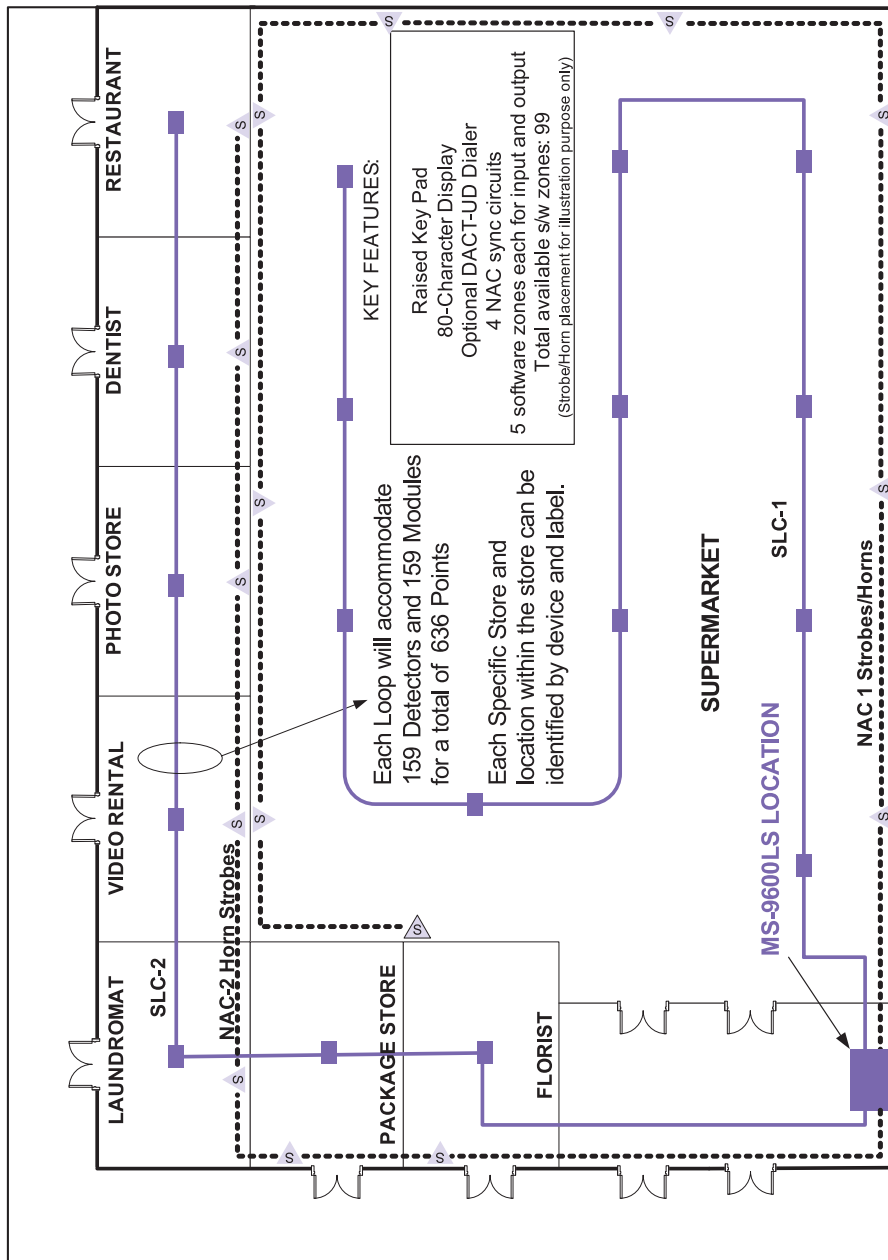
4. Key Applications

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.



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