



IntelliTone Toner & Probe Series Feature/Benefit Value Selling Worksheet

IntelliTone Toner Major Features	Model		General Benefits	Customer Benefit	Value to Customer
	100 Toner	200 Toner			
IntelliTone™ Smart Digital Signal Technology	●	●	Rejects Noise and False Signals	Effectively tone in active network environments with EMF noise from Fluorescent lights, transformers	NM; Find cables the others can't due to EMF noise. Prevent running another cable.
			Safely Tones Active Networks with Common Mode Termination	Locate cables attached to active networks	NM; Cut 1 hour of labor and materials costs by not running additional cable
Locate Tone (Max. Radiation)	●	●	Locates cabling from a distance, behind walls, in ceilings, and wiring closets	Trace the general route of cable runs, or generally locate a cable in a wiring closet	Cut hours of cable tracing to minutes. Eliminate additional labor and materials of running a new cable
Isolate Tone (Balanced Signal)	●	●	Eliminates cable signal confusion due to signal bleed	Decisively locates the exact cable under tone from a bundle of cables	Shorten a half hour of cable confusion to a minute of exact identification that prevents pulling a new cable
Cablemap Validation	●	●	Validate all conductors for continuity and basic miswires	Rapidly test for and troubleshoot miswires in UTP/STP/SSTP cable assuring proper cabling installation	NI: Eliminate need for \$100 tool, Cut troubleshooting time to minutes
Continuity	●	●	Check two wire systems and individual pairs for continuity	Reduces troubleshooting time of basic miswires and datacom cable continuity	NI: Eliminates the need for a \$110 DMM, Reduces troubleshooting time
Talk Battery	●	●	Energize telecom networks and test	Confirms proper operation of telecom networks	Reduces call backs
Multiple Tone Songs	●	●	Differentiate one toner from another	Work with multiple toners and larger crews	NI: Shortens overall time on large jobs
Female Jack RJ-45 / 11, Probe Cords With Banana Jacks, F Conn.	●	●	Clean head end uses field replaceable patch cables	Damaged or worn out patch cables and probes can be replaced in the field. Keeps your toner up and running without disassembly or return	Save one toner replacement in two years for \$110!
Auto-Off	●	●	Two hour operation before auto-off	Preserves battery to reduce operating cost	May use up to half the batteries of competitive Toners without auto-off
Low Battery Indicator	●	●	Indicates good, low, or dead battery on startup	Allows convenient battery replacement planning so that the Toner is always functional, reducing interruptions in project execution	Reduces risk of project interruption
Analog Tone - 1000 Hz Compatible	●	●	IntelliTone Digital Tone intermediate signal detected by analog probes	Use some IntelliTone Network toning with analog Probes to ease transition to a full digital system	Implementation of digital technology can occur piecemeal reducing initial outlay
Service Identification					
Telephone Voltage & Polarity Line 1	●	●	Diagnose and troubleshoot basic Telecom service config. errors	Reduces call backs, and insures delivery or correction of a quality installation	NM: Eliminates the need to purchase \$90 telecom service test tool
Telephone Voltage & Polarity Line 2		●	Diagnose and troubleshoot basic Telecom service config. errors	Reduces call backs, and insures delivery or correction of a quality installation	NM: Eliminates the need to purchase \$90 telecom service test tool
Ethernet Link Detect - 10 / 100 / 1 Gb Ethernet		●	Understand service on the RJ45	Quickly locate the proper jack for toning	Eliminates the need to purchase \$69 datacom service test tool
Open / Unknown	●	●	Diagnose and ID basic services at the jack	Find active cables with unspecified services	Reduces the need for COAX, or other testers

Customer Specific: **NM:** Active Network Maintainer **NI:** Network Installer

IntelliTone Probe Major Features	Model		General Benefits	Customer Benefit	Value to Customer
	100 Probe	200 Probe			
Intellitone™ Task Flow Selection	●	●	Rejects Noise and False Signals	Effectively tone in active network environments with EMF noise from Fluorescent lights, transformers	NM; Find cables the others can't due to EMF noise. Prevent running another cable.
			Safely Tones Active Networks with Common Mode Termination	Locate cables attached to active networks	NM; Cut 1 hour of labor and materials costs by not running additional cable
Locate Tone Detect (Max. Radiation)	●	●	Locates cabling from a distance, behind walls, in ceilings, and wiring closets	Trace the general route of cable runs, or generally locate a cable in a wiring closet	Cut hours of cable tracing to minutes. Eliminate additional labor and materials of running a new cable
Isolate Tone Detect (Balanced Signal)	●	●	Eliminates cable signal confusion due to signal bleed	Decisively locates the exact cable under tone from a bundle of cables	Shorten a half hour of cable confusion to a minute of exact identification that prevents pulling a new cable
Analog Tone Detect - 1000 Hz	●	●	Detects Analog tone generated by legacy toners	Step into IntelliTone technology a piece at a time	Reduces initial outlay for complete digital system (with loss of full capability for Cablemap, Locate, Isolate)
Approach / Departing LEDs	●	●	Clearly indicates cable location based on signal strength	Eliminates interpretation and guesswork, reduces time to train on tool	Cut cable location time by up to 50%
Cablemap Validation		●	Validate all conductors for continuity and basic miswires such as shorts, opens, crossed and reversed pairs, along with two wire polarity	Rapidly test for and troubleshoot miswires in UTP/STP/SSTP cable assuring proper cabling installation	NI: Eliminate need for \$100 cablemap tool, Cut troubleshooting time to minutes
Female Jack Rj-45 / 11	●	●	Clean head end uses field replaceable patch cables	Damaged or worn out patch cables and probes can be replaced in the field. Keeps your toner up and running without disassembly or return	Save one toner replacement in two years for \$110!
Auto-Off	●	●	One hour operation before auto-off	Preserves battery to reduce operating cost	May use up to half the batteries of competitive Toners without auto-off
Low Battery Indicator	●	●	Indicates good, low, or dead battery on startup	Allows convenient battery replacement planning so that the Toner is always functional, reducing interruptions in project execution	Save an hour - Reduces risk of project interruptions and unnecessary travel
Volume Control	●	●	Allows adjustment of cable location and cable map audible signals	Reduce interruptions in busy offices, or increase volume in loud environments	Cut minutes of time in locating in a noisy environment

Customer Specific: **NM:** Active Network Maintainer **NI:** Network Installer

**TOOL SAVINGS -- IntelliTone 200
Kit is like having 6 tools in 1**

Toner and Probe.....	\$140
Pair based wire checker.....	\$130
Service Checker	\$70
Coax Checker	\$40
Digital Multimeter	\$110
Breakout box.....	\$40

**Save more than 36% over
individual product purchases when
you buy the IntelliTone 200 kit**

**Cut hours of cable tracing to minutes with
IntelliTone digital technology**

- 50% of cables can't be easily found
- One cable that can't be found = one hour of hassle
- Turn one hour of hassle to five minutes of troubleshooting
- Save 55 minutes every toning project

**Your customers can save 95 hours a year if
they perform an average of two toning
projects a week.**