



How the world shares ideas.

To succeed in business today, a company must be faster, smarter, and more reliable than the competition. There's a communications system that helps small businesses gain these critical advantages. It's the Norstar Compact 3x8 telephone system from Nortel Networks.

Norstar Compact 3x8 Communications System

Flexible, Dependable, and Loaded With Features

The simple, yet sophisticated, Norstar Compact 3x8 system was designed specifically for small businesses.

- It's expandable up to three lines and eight extensions, and lets you easily add enhancements as your business needs change.
- Digital technology provides reliability and clearer sound, while positioning you for future advances.
- With one of the industry's lowest failure rates, Norstar is the best-selling small system for all types of businesses worldwide.
- A wide variety of features—standard, not options—save you time and money while simplifying communications in your busy office.

Get More Out Of Your Work Day

Time is scarce in your business; there's never enough time to get it all done. Norstar saves you valuable time and helps you squeeze more from each day.

- Reduce time-consuming, often costly, telephone training. The highly-readable LCD window, standard on all Norstar phones, provides step-by-step instruction on feature usage.
- Leave messages for coworkers on their Norstar telephone's LCD window and check your phone to see if there's a "Message for You." The window also shows you the number you are calling and, when the phone is idle, displays the time and date.
- No more hunting for a free line. Just pick up the handset, and Automatic Line Selection seizes a line for you.
- Auto Dialing lets you speed dial numbers you frequently call with the touch of a button, eliminating dialing errors and time spent looking up and manually dialing numbers. And with On-Hook Dialing, you can place calls without picking up the handset.
- Continue working while you talk with handsfree answer and the speaker-phone. Or use Do Not Disturb or Call Forwarding to work more productively without interruption.
- Calling Line ID* identifies external callers in your LCD Window by number and name, where available, before you answer. Callers will appreciate your fast and knowledgeable response.
- With Priority Call, you can alert coworkers to important incoming calls or interrupt with urgent messages, ensuring that vital information is delivered promptly.

- With programmable buttons, individual employees can personalize their phone with outside lines, intercoms, speed dial numbers, or favorite features.
- Automatic Set Relocation retains all telephone programming when relocating. This avoids the hassle and cost of reprogramming, which is critical in a growing company with frequent office moves.

Improve Customer Service With Better Call Handling

- Whether it's a key client or valuable supplier, every call to your business is important. Norstar simplifies communications and reduces "dropped" and "abandoned" calls.
- Transferring calls is easy. Simply announce the call and send it. If the other line is busy or unanswered, the call returns to you.
 - Tones and Music on Hold ensure callers to your company that they haven't been forgotten or disconnected. And with Held Line Reminder, you don't forget that important caller who's holding.
 - Discriminating Ringing makes it easy to distinguish between internal and external calls and respond appropriately.
 - Paging enables you to quickly locate a coworker by making an announcement through Norstar phones, auxiliary speakers, or both.
 - The Conference feature lets you quickly bring a third person into a conversation. And, if you're not sure how to use this feature, check your LCD Window for step-by-step instructions.

Options Can be Easily Added

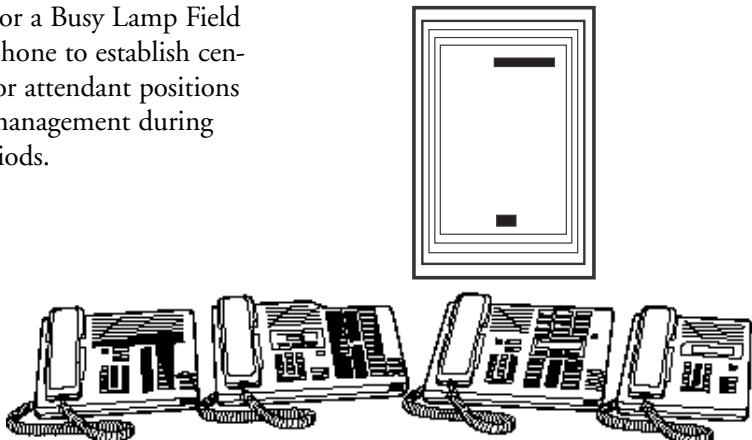
Norstar's flexible design makes it easy to add software and hardware options for your business:

- FLASH Voice Mail system with integrated Automated Attendant offers immediate benefits for your business. With this Norstar application, calls are answered promptly and professionally 24 hours a day, reducing missed calls and lost messages.
- The Analog Terminal Adapter lets you connect computer modems, fax machines, credit card terminals, and other services to your Norstar without requiring costly dedicated lines.
- Remote Access Device (RAD) enables your phones to be remotely programmed, monitored, and maintained by your Norstar distributor, reducing downtime and cost for programming and on-site repair visits.
- Station Message Detail Recording (SMDR) tracks calling activity, making it possible to monitor and control telephone costs and assign codes for client billing.
- Attach a Key Lamp Module to any M7324 phone or a Busy Lamp Field to an M7310 phone to establish central answering or attendant positions for better call management during peak traffic periods.

- Night Service permits phones to be programmed for after-hours ringing, so callers will be able to reach someone at your company.
- Norstar Doorphones can improve productivity and increase security by allowing you to speak to visitors without interrupting work or leaving the floor.
- What's more, moving to the next Norstar platform is easy and cost-effective. Your original investment in telephones and most peripherals is protected because they can be used with other Norstar systems.

Norstar is the business communications system of winners. So, why not call the Nortel Networks Authorized Norstar Distributor serving your area? They're ready to help you put together the Norstar system to get you where you want to go. Today. Tomorrow. And for years to come.

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** Take advantage of Calling Line Identification (CLID) features on your Norstar system by subscribing to CLID from your telephone service provider and equipping your Norstar system to capture it.*

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