



## Brooktrout Technology's TruFax® Series and TR114™ Series

For customers requiring small, 1, 2 and 4-line fax systems, Brooktrout Technology offers a choice—the Brooktrout TruFax or TR114 Series fax boards. Your choice will depend on your anticipated usage patterns and fax volumes. This document describes the benefits and features of each board and explains relative capacity and performance in terms of cost saving and return on investment.

The TruFax and TR114 series are both ideal for entry level, low volume applications. Both boards provide on-board fax processing, guaranteed connectivity to fax machines and 14.4 Kbps fax transmission speed. This means that both boards will save hard dollars typically spent on telephone charges resulting in a real cost justification.

### Key Feature Differences of the TruFax and TR114 Series

Features	TruFax	TR114
<b>100% Security from Incoming Data Calls</b>	Yes. Brooktrout fax boards support fax only modulation.	Yes. Brooktrout fax boards support fax only modulation.
<b>Fax Compression</b>	MH	MH, MR, MMR. The TR114 series utilizes MR and MMR compression, which are advanced compression techniques used to increase the fax transmission speed by 2 to 3 times.
<b>14.4 Kbps Fax</b>	Yes. Available in 1 and 2 channels per board.	Yes. Available in 1, 2 and 4 channels per board (higher density fax boards are available).
<b>Adaptive Call Progress</b>	Yes. Ensures high connectivity rates and transmission speeds across a wide range of fax machines and telephone line conditions.	Yes. Also ensures high connectivity rates and transmission speeds across a wide range of fax machines and telephone line conditions.
<b>Scalable up to 4 boards per server</b>	Yes	Yes. Higher density fax boards are also available from Brooktrout.
<b>Onboard fax processing</b>	Yes. This means applications require lower PC system requirements and have access to greater CPU power.	Yes. The TR114 series uses even more powerful DSP resources than the TruFax series to offload fax processing and conversion from the host computer.
<b>5 Year Warranty</b>	Yes	Yes
<b>ECM (Error Correction Mode)</b>	No	Yes. Ensures the high quality reception of faxes.
<b>DID Inbound Fax Routing</b>	No	Yes. DID based for inbound LAN based fax routing.
<b>Voice Functionality</b>	No	Yes. Ideal for Fax on Demand and IVR applications.
<b>Resolution</b>	Fine (200 x 200)	Ultra Fine (400 x 400)

## Fax Transmission Speeds

The table below provides an estimate of the amount of time, in seconds, to send a one-page fax at 9.6 and 14.4 Kbps using different speed and compression methods.

	TruFax		TR114
	MH	MR	MMR
9.6 Kbps	60 seconds	30 seconds	18 seconds
14.4 Kbps	40 seconds	20 seconds	12 seconds

Source: Brooktrout Technology

## Daily Fax Transmission Time in Minutes

The table below calculates the expected time and cost of faxing 200 pages per day at various speed and compression rates on the TruFax and TR114 series fax boards.

	% of Traffic	TruFax	TR114
		MH Times	MR/MMR Times
9.6/MH	10%	20 minutes	20 minutes
9.6/MR	28%	56 minutes	28 minutes
9.6/MMR	N/S*		
14/MH	2%	3 minutes	3 minutes
14.4/MR	N/S*		
14.4/MMR	60%	80 minutes	24 minutes
<b>TOTALS</b>		<b>159 minutes</b>	<b>75 minutes</b>
<b>Cost Per Day (@ \$.075 per minute)</b>		\$11.90	\$5.60
<b>Cost Per Month</b>		\$273.70	\$128.80
<b>Cost Per 6 Months</b>		\$1,642.20	\$772.80
<b>Cost Per Year</b>		\$3,284.40	\$1,545.60

\* Not Statistically Significant

## Return on Investment from TruFax and the TR114 Series

The TruFax and TR114 series are both reliable and cost effective intelligent fax boards. Depending on usage, one board is more ideally suited than the other to meet a company's fax requirements. If the anticipated fax traffic is minimal, and growth is not anticipated, then the TruFax series is an ideal board to implement. If significant fax traffic and future user growth is expected then the TR114 series is a more suitable board to implement.

The above table shows the cost savings from using the TR114 over the TruFax. The TR114+P2L saves 84 minutes per day when compared to the TruFax 200. At a rate of \$.075 cents per minute, this equates to a savings of \$144.90 per month. At this rate, the 1-year ROI is \$1738.80.

The cost to upgrade from a TruFax 200 (\$499) to a TR114+P2L (\$1995) is \$1496, so the ROI for the upgrade purchase is only 10 months—and the savings continue to accrue.

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