

SOUND MASKING FOR PARTNERS

- Solve Your Clients' Noise and Privacy Problems
- Expand Your Product Offerings
- Generate More Business



The World's Largest Provider
of Sound Masking Solutions
800.219.8199

Welcome!

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Why Partner With Cambridge Sound Management?

The Market

- Over 70% of offices have open floor plans
- Modern open offices designed for "collaboration" offer almost no speech privacy
- Your clients are cramming more and more employees into smaller spaces

So what?

- Nearly 60% of employees are dissatisfied by their workplace's speech privacy
- Employees waste at least 21.5 minutes a day due to noise distractions
- Lack of speech privacy can cause legal and compliance challenges in all industries

What's in it for me?

- Your clients know there's a problem but don't know there's a solution
- Sound masking is a natural add-on to the other products you sell
- You will make money

You'll Be Selling the #1 Sound Masking System

Easy For You

- You'll be able to install QtPro™ for your client faster than you would other systems – the emitters daisy chain to the control module with standard category cables
- Unlike competitive systems, Qt® Emitters can be installed in any ceiling type
- QtPro is the only sound masking system that does not require complex commissioning and tuning

Great for Your Client

- QtPro is the only "direct-field" sound masking system — unlike other systems that reflect masking off of the ceiling deck, Qt Emitters deliver uniform masking directly into the workspace
- QtPro control modules can be networked for easy control and system integration
- QtPro is GreenSpec listed and the most energy efficient sound masking system



Cambridge Sound Management provides our partners with an at-your-service rep team, as well as:



TERRITORY FIELD SALES ENGINEERS



LEADS



CERTIFICATION AND TRAINING



DEMO KITS



DESIGN SUPPORT

(designteam@cambridgesound.com)



TECH SUPPORT

(techsupport@cambridgesound.com)



MARKETING SUPPORT

(marketing@cambridgesound.com)



REWARDS



FINANCING

Successfully Selling QtPro™ Sound Masking

1 » Take a quick visual survey of the site

Perhaps you are already on the job site for meetings or doing an install. Survey the workspace. Do you see any of the following?

- Open areas with cubicles
- Low or non-existent cubicle partitions
- Shared workstations
- Walls that don't go to the ceiling deck
- Densely packed work areas
- Conference rooms adjacent to each other

Any of these visual cues are signs that sound masking might be appropriate for the space.

💡 TIP: If you're contracted to handle the AV, cabling, or telecom integration for a new construction project, chances are the office will have all of the above and would benefit from sound masking.

2 » Identify the organization's decision makers

The decision-maker responsible for purchasing sound masking for an organization depends on a variety of factors including the company's industry and size. Determining the ultimate decision-maker may take some trial and error, but consider employees with these or similar job titles:

- Facilities Director
- Real Estate Director
- Operations Director
- Building Manager
- Property Manager
- Human Resources Director
- Security or Compliance Director
- Network, Telecommunications, or AV Director
- Contact Center Operations Director (for Call Centers)
- Owner/President/CEO
- Office Manager
- Director of Patient Satisfaction (Healthcare)
- VP of Technology and Innovation (Healthcare)
- Chief Experience Officer (Healthcare)

💡 TIP: Pitch sound masking to clients you've done work with in the past – chances are they have the buying authority for this product as well.

3 » Ask the questions

Once you've gotten in front of a decision-maker, get them talking about their noise problem.

These questions generally get the conversation started:

- Do employees ever complain about being distracted by their co-workers?
- Does anyone raise concerns about their conversations being overheard?
- Can private offices hear conversations from other private offices?
- Is sensitive information being discussed?
- Do people keep their office doors closed because it's too noisy?
- Is Human Resources located next to an area where they could be overheard?

If the answer to any one of the questions above is yes, it's a great opportunity to bring up sound masking and how it's a relatively inexpensive solution to the problem.

4 » Communicate the value proposition

Now that you have their attention, it's time to bring up how sound masking will benefit their organization:

- a. **Sound masking increases productivity:** In a recent study researchers found that on average employees wasted 21.5 minutes per day due to conversational distractions, making lack of speech privacy the number one cause of reduced productivity. 21.5 minutes daily is roughly 4% of an average employee's work day (based on an 8 hour day). Some quick math shows that a company with 100 employees and an average employee salary cost of \$50,000 is losing \$200,000 a year in lost productivity. In short, sound masking pays for itself in increased worker productivity gains.
- b. **Sound masking boosts morale:** Lack of speech privacy is the number one driver of worker dissatisfaction according to a recent survey of 25,000 office workers. Sound masking increases speech privacy measurably.
- c. **Sound masking protects confidentiality and reduces liability:** Closing the door to an office or conference room no longer guarantees speech privacy, and sensitive information overheard by the wrong people could be embarrassing at best and illegal at worst (think of HIPAA violations for example).

💡 TIP: The [Sound Masking 101](#) brochure explains these points in a visual manner that makes it a great leave-behind for clients.

Successfully Selling QtPro™ Sound Masking

5 » Schedule demos

Schedule a time with your client to perform an in-person demonstration. In order to demo the product effectively, you will need a working demo kit. Order your demo kit today at orders@cambridgesound.com.



In addition to your demo kit, you can also turn your firm's office into a showroom. This not only makes your office a great space for live demoing, but also makes it a more acoustically comfortable place to work. Ask your rep about showroom pricing.



6 » Be prepared

- a. Take Cambridge Sound Management's free, online professional certification program to learn to design, specify, install and support our systems. See page 11 for more details.
- b. Watch our "How to Deliver an Effective Demo" video and other instructional videos on our website.
- c. Review our extensive library of sales tools, including our product catalog, case studies, and product spec sheets.
- d. Request support from your rep if necessary.



All sales and training resources can be found at cambridgesound.com/partners.

7 » Close the deal

- a. Get a reflected ceiling plan (RCP) from your client at the end of your demonstration. If an RCP is not available, a floor plan will suffice.
- b. Request a quote from Cambridge Sound Management by filling out our Partner Request a Quote Form (cambridgesound.com/partners/request-a-quote-form) and attaching your RCP.
- c. Use the quote to estimate your costs and quote a cost to your client that includes your labor costs. Close the deal.



Product Catalog

Qt® Emitters

Qt® Emitters are what makes QtPro™ the most effective sound masking system on the market today. Emitters come in packs of 4 with either 16' or 30' cables.

FEATURES

- Wide dispersion direct field speakers with 1.25" (3.17 cm) drivers
- Small driver size results in nearly 180 degree distribution of direct field sound masking
- Plug and play installation and easy configuration capability
- Eliminates acoustical interference by using four uncorrelated channels
- DIP switches reduce the volume level up to 9 dB in 3 dB increments for easy microzoning
- Plenum rated, UL-listed and complies with UL 2043
- Comes standard with slip ring for acoustical tile mounting

SPECIFICATIONS

- Height: 2.5" (6.4 cm)
- Diameter: 3.25" (8.3 cm)
- Mounting Hole Diameter: 2.675" (68 mm)
- Weight: 5.6 oz (159 g)
- Color: white
- Frequency Response: 200 Hz - 5 kHz when used with CSM control modules
- Sound Masking Uniformity: +/- 1 dBA installed masking spectrum variation when used with CSM control modules in conjunction with proper layout guidelines
- Maximum Output: 57 dBA (1 Meter Distance)
- Wiring: plenum rated Cat 3 (SKU: E-A-W-16-4 - 16ft Cables / SKU: E-A-W-30-4 - 30ft Cable)
Compatible with Cat 3, Cat 5, Cat 5e, Cat 6 UTP cabling
- Connections: Dual RJ-45 Input / Output Jacks



Qt® Emitter Optional Mounting Choices



Universal Bracket

SKU: UB-W, UB-B

This 45 degree rotatable enclosure is used for surface mounting of the Qt Emitter directly to a wall, a ceiling, or pendant mounted ceiling configuration. Includes a 1/4-20 threaded insert and mounting holes for attachment. Available in white or black.



Beam Bracket

SKU: BB-W, BB-B

This enclosure is used for mounting the Qt Emitter to exposed I-beams or trusses that are less than an inch wide. Available in white or black.



Drywall

SKU: DM

This enclosure is used for mounting the Qt Emitter into drywall ceilings. Requires optional hole saw (SKU HS-DW) sold separately.



Drywall Conduit

SKU: CM

This enclosure is ideal for mounting the Qt Emitter into hard ceilings in areas requiring conduit mounting.



Plenum Back Can

SKU: PB

This enclosure is used for mounting the Qt Emitter into acoustic ceiling tile in regions with special fire and/or conduit requirements.



Emitter Caps

SKU: EC-W, EC-B

Emitter caps can be ordered individually so you can paint them if necessary. Available in black or paintable white.

Product Catalog

Qt® Control Modules



Qt® 100

SKU: Qt 100

Ideal for smaller, single zone spaces up to 12,000 square feet (1100 m²).

FEATURES

- 1 zone, up to 120 emitters
- 1 audio input for paging or music
- Contact closure integrates with fire alarm systems
- Front panel control with LCD
- Panel lock (software)
- Surface mount only

SPECIFICATIONS

- Width: 7" (17.8 cm)
- Height: 3.5" (8.9 cm)
- Depth: 0.875" (2.3 cm)
- Weight: 6 oz (170 g)
- Max. power consumption: 7 total watts
- Maximum SPL: 60 dBA (1 meter) with array of Qt Emitters
- Auxiliary audio inputs: 5000 ohms, dry line-level input (+4 dBu max)



Qt® 300

SKU: Qt 300

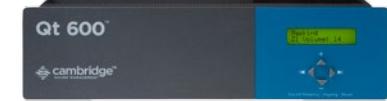
Ideal for medium sized, 3-zone spaces up to 36,000 square feet (3500 m²).

FEATURES

- Up to 3 zones, 120 emitters per zone
- 2 audio inputs for paging and music
- Contact closure integrates with fire alarm systems
- Front panel with LCD or browser-based software control (or control via the Qt Command Center, sold separately)
- Panel lock (hardware)
- Auto ramping
- Time-of-day scheduling
- Adjustable equalizer for masking and audio inputs
- System monitoring and fault detection
- Built-in clock with battery backup
- Wall mount bracket included, optional rack mount bracket also available (SKU: RM-QT)
- Ethernet port
- Web interface control by any web-enabled device
- Third party control API/Ethernet

SPECIFICATIONS

- Width: 11" (27.9 cm)
- Height: 3.5" (8.9 cm)
- Depth: 3.8" (9.7 cm)
- Weight: 1.5 lbs (680 g)
- Max. power consumption: 15 total watts
- Graphic Equalizer:
 - sound masking: 200 Hz to 5 kHz, 1/3rd octave band
 - paging & music: 250 Hz to 8 kHz, octave band
- Auxiliary audio inputs: 5,000 ohms, dry line-level input (+4 dBu max)



Qt® 600

SKU: Qt 600

Ideal for medium to large multi-zone spaces of up to 72,000 square feet (7000 m²).

FEATURES

- Up to 6 zones, 120 emitters per zone
- 2 audio inputs for paging and music
- Contact closure integrates with fire alarm systems
- Front panel with LCD or browser-based software control (or control via the Qt Command Center, sold separately)
- Panel lock (hardware)
- Auto ramping
- Time-of-day scheduling
- Adjustable equalizer for masking and audio inputs
- System monitoring and fault detection
- Built-in clock with battery backup
- Wall mount bracket included, optional rack mount bracket also available (SKU: RM-QT)
- Ethernet port
- Web interface control by any web-enabled device
- Third party control API/Ethernet

SPECIFICATIONS

- Width: 13.5" (34.3 cm)
- Height: 3.5" (8.9 cm)
- Depth: 3.8" (9.7 cm)
- Weight: 3 lbs (1.4 kg)
- Max. power consumption: 27 total watts
- Graphic Equalizer:
 - sound masking: 200 Hz to 5 kHz, 1/3rd octave band
 - paging & music: 250 Hz to 8 kHz, octave band
- Auxiliary audio inputs: 5,000 ohms, dry line-level input (+4 dBu max)

Product Catalog

Additional Products



Qt® Conference Room Edition

SKU: QT-CRE

The Qt Conference Room system is designed to protect speech privacy in conference rooms, meeting rooms, and board rooms. This all-in-one speech protection solution includes a control module, privacy signs, emitters, and all of the necessary cables.

FEATURES

- Control module and two privacy signs provide clear indication that the system is activated
- Easy control by third party control systems (Crestron/AMX/Extron) using dry contact closure with status feedback
- Smooth sound masking ramp up and ramp down to limit disruptions
- Can be turned on and off for meetings or left running at all times
- Out-of-the-box support for conference rooms with up to 40 ft (12 m) of exposed wall

SPECIFICATIONS

Control Module

- Width: 8.31" (21.1 cm)
- Height: 4.44" (11.3 cm)
- Depth: 1.06" (2.7 cm)
- Weight: 0.7 lb (300 g)
- Power supply: compatible with 100V to 240V AC power mains
- Power consumption: entire system uses less than 7 watts

Privacy Signs

- Width: 3.5" (9 cm)
- Height: 4.5" (11.3 cm)
- Depth: 0.19" (0.48 cm)
- Weight: 0.1 lb (50 g)
- Power supply: powered from the control module via 20AWG 2-conductor plenum rated cabling (included)

Qt Emitters (8)



Qt® Room Control

SKU: QT-RC2

Designed to work with any QtPro sound masking system, the Qt Room Control allows users to adjust the sound masking level for an individual room or a space.

FEATURES

- Decora® centerplate, faceplate, and knob available in white
- Features 6 separate volume settings, from -12.5 dB to 0.0 dB (nominal)
- Bottom level setting installer selectable between Mute and -12.5 dB
- Controls up to 8 QtPro emitters
- Mounts in most standard electrical boxes, including open back low voltage brackets

SPECIFICATIONS

- Width: 1.9" (4.8 cm)
- Height: 4.1" (10.4 cm)
- Depth: 2.2" (5.6 cm)
- Weight: 4.7 oz (133 g)
- No external power required
- Input/Output Wire Specifications: CAT 3, 5, 6 cables
- Max. Emitters Supported: 8



Qt® Command Center

SKU: QT-CC, QT-CC-A, QT-CC-E

The Qt Command Center is a powerful client-based Windows software application that allows for the administration, management, and adjustment of multiple QtPro control modules across an enterprise. The user friendly software makes accessing sound masking control module on a corporate LAN simple, eliminating the need to access multiple control modules. The Qt Command Center helps large facilities ensure optimal system performance from anywhere in the world.

SPECIFICATIONS:

- Microsoft Windows 7 or newer
- Single user, additional user, and unlimited user licenses available

Product Catalog

Qt® Patient Privacy System

A Privacy Solution for All Parts of the Medical Office

ENSURING PRIVACY WHILE PATIENTS AWAIT CARE

Privacy should be part of the entire patient experience, but in most waiting rooms, reception areas, and pharmacy counters speech privacy is virtually nonexistent. Patients often overhear conversations between office personnel and other patients. In addition to being a HIPAA violation, this fosters a negative patient experience where patients feel uncomfortable, embarrassed, and are potentially less likely to have frank conversations with caregivers and staff.

ENSURING PATIENT PRIVACY IN THE EXAM ROOMS AND BACK OFFICE

In medical office patient exam rooms, the walls often don't extend up to the ceiling deck, which allows conversations to travel between rooms. In addition, walls are often constructed with lightweight building materials or frosted glass, which don't effectively protect speech. These factors further jeopardize patient privacy and comfort.

AN ALL-IN-ONE SOLUTION FOR MEDICAL OFFICE AND WAITING ROOM PRIVACY

The Qt Patient Privacy System consists of a control module, two lighted privacy signs, a series of direct-field sound masking emitters, and all of the needed cables. The intuitive control module can be installed in a reception desk, behind a pharmacy counter, or mounted to a wall. Once turned on, the emitters installed in the ceiling add a low level of background sound into the space that makes human speech less intelligible. Lighted privacy signs turn on to indicate the system is running, and to let patients know that conversations are being protected. Background music can be played over the masking as well.

NEW
PRODUCT



FEATURES

- Control module and privacy signs provide clear indication that the system is activated and privacy is being protected
- Premium, minimalist design style seamlessly fits in with any design aesthetic
- Out-of-the-box support for waiting rooms or lobbies up to 1200 ft²
- Option to add additional emitters for larger areas
- Energy efficient and consumes less than 7 watts of power
- Autoramp features allow for auto-off during closed hours
- Straightforward, low-impact installation

PERFECT FOR:

- Urgent Care Centers
- Hospitals
- Pharmacies
- Medical Office Buildings
- Doctor's Offices
- Dentist Offices
- Psychiatrist Offices
- Counseling Centers
- Community Health Centers

SPECIFICATIONS

Control Module

- Width: 8.31" (21.1 cm)
- Height: 4.44" (11.3 cm)
- Depth: 1.06" (2.7 cm)
- Weight: 0.7 lb (300 g)
- Power supply: compatible with 100V to 240V AC power mains
- Power consumption: entire system uses less than 7 watts

Privacy Signs

- Width: 3.5" (9 cm)
- Height: 4.5" (11.3 cm)
- Depth: 0.19" (0.48 cm)
- Weight: 0.1 lb (50 g)
- Power supply: powered from the control module via 20AWG 2-conductor plenum rated cabling (included)

Qt Emitters (8)

- Height: 2.5" (6.4 cm)
- Diameter: 3.25" (8.3 cm)
- Weight: 5.6 oz (159 g)
- Power supply: powered via control module via plenum rated Category 3 cabling (included)



Complete Product List

Product Type	SKU	Description
CONTROL MODULES	QT 100 QT 300 QT 600 SQT-1	1 zone control module for up to 120 emitters. Includes one integrated aux audio input. 3 zone control module for up to 360 emitters. Includes two integrated aux audio inputs and network control. 6 zone control module for up to 720 emitters. Includes two integrated aux audio inputs and network control. Sonet Qt, individual sound masking system for up to 200 sq ft.
EMITTERS	E-A-W-16-4 E-A-W-30-4	Adjustable white emitter 4 pack with 4x 16 ft white plenum rated cables Adjustable white emitter 4 pack with 4x 30 ft white plenum rated cables
CONFERENCE ROOM EDITION	QT-CRE	1 zone Conference Room Edition system with eight 16' cables, 8 emitters, 50' home run cable, and 2 privacy signs
PATIENT PRIVACY SYSTEM	QT-HCE	1 zone Patient Privacy System with eight 16' cables, 8 emitters, 50' home run cable, and 2 privacy signs
CABLING	CC-10-W CC-10-B CC-25-W CC-25-B CC-50-W CC-50-B CC-75-W CC-75-B CC-100-W CC-100-B	White 10 ft plenum rated cable Black 10 ft plenum rated cable White 25 ft plenum rated cable Black 25 ft plenum rated cable White 50 ft plenum rated cable Black 50 ft plenum rated cable White 75 ft plenum rated cable Black 75 ft plenum rated cable White 100 ft plenum rated cable Black 100 ft plenum rated cable
MOUNTS/BRACKETS	UB-W UB-B BB-W BB-B DM CM PBC	Universal mounting bracket - white Universal mounting bracket - black Beam mounting bracket - white Beam mounting bracket - black Plastic drywall mount, hole saw (HS-DW) sold separately Conduit mount/back can, hole saw (HS-DW) sold separately Plenum back can. This back can meets fire safety and air plenum requirements that are common in Nevada and many Illinois counties.
ACCESSORIES	RM-QT Qt-RC2 EC - W EC - B HS-ACT HS-DW SQT-E PS-3 PS-4 SP-1-2 SP-1-4 FFC-1 MIC-01 BT-DON BMC	Rack mount bracket for the Qt 200 / 300 / 600 control module In-room volume control with Decora style plate Emitter cap white (sold individually for custom painting) Emitter cap black 68 mm acoustical ceiling tile hole saw 76 mm drywall hole saw Sonet Qt extension kit, providing an additional 200 sq ft of coverage. For SQT-1 only. Qt 200 / Qt300 / Qt 600 power supply Qt 100 power supply Two way splitter Four way splitter Female/female coupler iTest Microphone for IOS Devices Bluetooth Dongle for use with Qt100 Bridge Mode Cable for use with Qt 300/600. (Increases audio source output by approximately 6dB).
DEMO KITS	DK-300	Qt 300 demo kit
SOFTWARE	QT-CC QT-CC-A QT-CC-E	Qt Command Center - single user Qt Command Center - Users 2-5 (Additional to single user, sold individually) Qt Command Center - enterprise (unlimited users)

Certified Masking Program

Becoming Certified

We offer a certification program providing you with the necessary knowledge and understanding to design, specify, install and support our innovative solutions.

This industry leading Certified Masking Program consists of three on-demand, online instructional courses providing registrants with the opportunity to qualify for our Certified Masking Professional and Certified Masking Expert certifications.

The courses are all online and each course takes approximately one hour to complete. The courses are also eligible for InfoComm Renewal Units and BICSI Continuing Education Credits.

Learn more and take the classes at: cambridgesound.com/certified-masking-program



QtPro™ System Layout Guidelines

1 » Determine the number of zones

The number of zones required is based on the acoustics of the space, not the size of the space.

A single zone can range from 100 ft² (10 m²) (e.g. conference room) to 12,000 ft² (1100 m²) (e.g. call center).

Large open areas, small private areas, corridors, and other transitional areas require separate zones.

Areas with different sound masking levels, or paging and music capability, require their own zone.

An area with different ceiling heights or ceiling types may require multiple zones.
Learn more at cambridgesound.com/design.

💡 TIP: Cambridge Sound Management employs a team of layout designers, field engineers, and acousticians to help determine proper placement and zoning. They can be reached at designteam@cambridgesound.com.

2 » Calculate the number of emitters

Emitters are installed in a grid pattern determined by ceiling height.

Ceiling Height	Emitter Grid Spacing
Less than 8' 5" (2.6 m)	8' by 8' (2.6 m x 2.6 m)
8' 6" to 11' 6" (2.6-3.5 m)	10' by 10' (3 m x 3 m)
11' 7" and above (3.5 m +)	12' by 12' (3.6 m x 3.6 m)

Open Office Calculations

Use the formula below to calculate the number of emitters required.

Formula	Example
$\frac{\text{Square feet / meters}}{(\text{Emitter grid spacing})^2} \times 1.03 = \text{Emitters Required}$	$\frac{3327.309 \text{ m}}{10 \times 10} \times 1.03 = 35 \text{ Emitters Required}$

Private Office Calculations

Office Size	Up to 180ft ² (Up to 16 m ²)	180-260ft ² (16 - 24 m ²)	260-340ft ² (24-31 m ²)	340-420ft ² (31-39 m ²)	420-500ft ² (39-46 m ²)
Emitters	2	3	4	5	6

Approximate
and for
budgetary
purposes only.

3 » Select a QtPro control module

One zone

Up to 120 emitters

Covers up to 12,000ft² (1100 m²)



Three zones

Up to 360 emitters

Covers up to 36,000ft² (3500 m²)

Network Accessible



Six zones

Up to 720 emitters

Covers up to 72,000ft² (7000 m²)

Network Accessible



💡 TIP: Easily scale sound masking by adding multiple QtPro control modules and the Qt Command Center for larger multi-floor facilities or multi-building campuses.

QtPro™ System Layout Guidelines

4 » Consider accessories

Qt™ Room Control

- Available for small spaces
- Volume control for up to 8 emitters



Popular Mounting Options

- a. Drywall Mount - Mounts emitter directly into the ceiling
- b. Universal Bracket- Mounts emitter to wall and ceiling materials and rotates in 45-degree increments

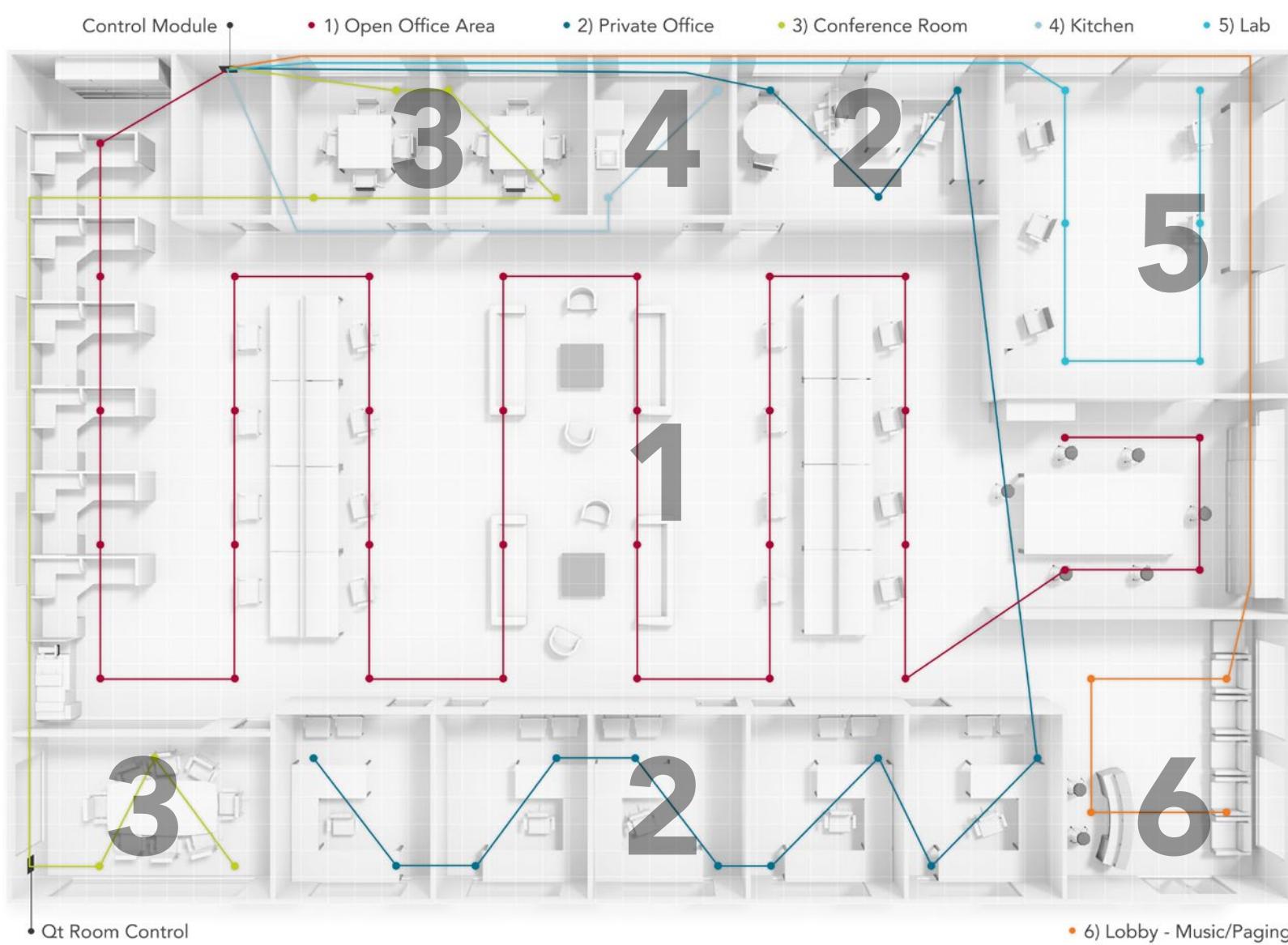


5 » Follow installation best practices

- Each zone can support a maximum of 120 devices (using 2 runs of 60 emitters or Qt Room Control devices).
- Each run can support up to 1,000 feet (304 m) of cable.
- Emitters should be installed no closer than 2 feet (.6 m), and no more than half the emitter spacing distance to any wall, column, or other structure.
- Emitters can be moved up to 2 feet (.6 m) in any direction.
- Emitters must be at least 6 feet (1.8 m) and no more than 12 feet (3.6 m) from surrounding emitters.
- Emitters are connected in a daisy chain fashion using 8 conductor Category UTP plenum rated cabling with RJ45 terminations.
- Adjustable emitters can be changed -3, -6, or -9 dB to lower volume.



QtPro™ Sound Masking Zone Wiring



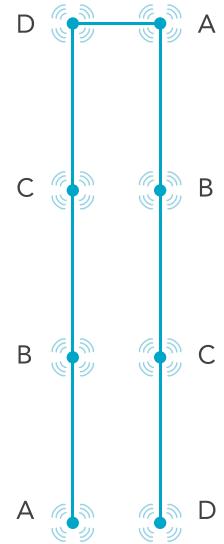
Space Specifications

- 5,294 ft² (492 m²) total
- 3327 ft² (309 m²) open office
- 10' (3 m) ceiling height
- 6 zones – open and closed office space with music/paging

Equipment Used

- Qt 600 Control Module
- 65 Qt Emitters
- CAT-3 Cables and RJ-45 Connectors
- 1 Qt Room Control

Four Channel Distribution



QtPro™ Sound Masking FAQs

Why is the installation time of the QtPro system less than competitor plenum systems?

QtPro is a “plug ‘n play” sound masking system. With only three components, installation is very easy. Furthermore, the emitters are never installed above the ceiling, so installation is much less complex than for plenum based systems.

Are plenum systems less expensive because fewer speakers are required for install?

No. On average each Qt Emitter can be installed in less than 15 minutes (versus 1 hour or more per plenum speaker) making installation costs on plenum systems much higher.

Why are more Qt Emitters required than plenum speakers for the same size space?

QtPro systems install more emitters closer together to create the most uniform sound masking experience. Downward-facing, wide-dispersion emitters ensure the maximum benefits of sound masking in the workplace with no noise spill over into other areas. Plenum speakers will cover a larger area, however with less uniformity resulting in the hot and cold coverage spots that often lead to complaints by occupants.

Can QtPro be easily installed in an existing space?

Yes. Any space can be retrofitted for QtPro sound masking.

Will visible emitters impact aesthetics?

No. QtPro emitters are small and barely visible. Emitters are the same size as sprinkler head covers and are placed apart at similar distances.

Does QtPro have a smaller range of frequencies than competitor systems?

QtPro systems provides the full range of masking over all frequencies which impact speech privacy, 200 Hz- **5 kHz**. The QtPro spectrum is optimized specifically to include all frequencies required to mask human speech.

Where are the QtPro systems manufactured?

All Qt 100, Qt 300, Qt 600 control modules and cables are made in the US. Emitters are currently manufactured in China. However, CSM also provides US assembled emitters.

Why are QtPro systems only sold through dealers? Doesn't that increase the cost?

No. The cost of a QtPro system is actually about 25% less per square foot than a competitor plenum system sold direct to the end user. In addition, a dealer network allows CSM to provide increased customer satisfaction by offering more support people for sales, service and installation all around the world.

What kind of support is offered during the sales and installation process?

CSM has a national team of field sales engineers, technical designers, and acoustical consultants on staff available to conduct site visits, develop layouts and make recommendations for system installations as well as post install support.

Why QtPro sound masking?

- The design process is easy and install is fast
- Uniform sound dispersion
- Cost efficient
- Can be installed in any ceiling type
- Easy to move and reconfigure for changing business needs
- No tuning required post installation
- Most energy efficient - competitor systems use 20 times more energy

Sound Masking Competitive Comparison

Sound Masking Systems	CSM QtPro™	Lencore iNet	Dynasound Networked	Logison	Soft dB Smart SMS
System type	Direct Field	Plenum	Plenum	Plenum	Plenum
Number of system components	3	5 - 6	5	7	5
Cabling requirements	1 standard cable	Up to 4 different cables	2 different cables	2 different cables, both proprietary	2 different cables
Ease of installation	✓ + Simple < 15 min per emitter - No plenum equipment	Complex > 1 hour per speaker & necessary plenum electronics	Complex > 1 hour per speaker & necessary plenum electronics	Complex > 1 hour per speaker & necessary plenum electronics	Complex > 1 hour per speaker & necessary plenum electronics
System access and control	Networked + LCD front panel control	Network	Network	Networked + Optional front panel control	Networked + USB based front panel control
System tuning post install	No system tuning required	Complex system tuning required	Complex system tuning required	Complex system tuning required	Complex system tuning required
Uniform sound dispersion	✓ + Achieved automatically	Achieved only through specialized speaker placement, tuning, and acoustic treatments	Achieved only through specialized speaker placement, tuning, and acoustic treatments	Achieved only through specialized speaker placement, tuning, and acoustic treatments	Achieved only through specialized speaker placement, tuning, and acoustic treatments
Retrofit existing space	✓ +	Very time consuming	Very time consuming	Very time consuming	Very time consuming
Ability to reconfigure post install	✓ Easy to rearrange the ceiling tiles with direct field emitters	Time consuming and expensive			
Inputs for music and paging	✓	Additional components required	✓	Additional components required	✓
Masking level customization	✓	✓	✓	✓	✓
Energy efficient	✓ + GreenSpec Listed	Plenum systems use about 20x more power than QtPro	Plenum systems use about 20x more power than QtPro	Plenum systems use about 20x more power than QtPro	Plenum systems use about 20x more power than QtPro
Technical customer support	✓ Phone, online, or on-site				
Dealer marketing support	✓ Demand generation				
Field engineers	✓ On staff				
CAD layout team	✓ On staff				
Acoustical consultants	✓ On staff				
Global distribution	✓				

Winner's Circle Partner Rewards Contest

Are you a Cambridge Sound Management advocate?

We want to recognize and reward your individual hard work selling our next generation sound masking solutions! Our Winner's Circle Partner Rewards Contest runs yearly from January 1 to December 31. You can enter any sound masking projects you've completed during that time period. The intuitive contest page keeps track of how many projects you've entered and how close you are to winning cash and prizes, including \$500 dollars for every 5 projects you bring us! You could even win a cruise to Bermuda!

Winner's Circle participation is limited to U.S. partners only.

Winner's Circle Reward Tiers

Membership Level	Criteria	Reward
Silver Member	5 projects and revenue target	\$500 and CSM coffee mug
Gold Member	10 projects and revenue target	Another \$500 and CSM cap
Platinum Member	15 projects and revenue target	Another \$500 and CSM golf shirt
Diamond Member	15 projects and revenue target	Boston to Bermuda Cruise

Grand Prize: Boston to Bermuda Cruise Getaway!

- Round trip airfare for you and a guest to Boston
- Hotel accommodations for two nights in Boston
- Rewards ceremony at Cambridge Sound Management headquarters
- 7 DAY CRUISE from Boston to Bermuda on Norwegian Cruise Lines

Visit cambridgesound.com/winnerscircle to start earning rewards today!



Commitment to Sustainability

GreenSpec®

GreenSpec is a directory that lists over 2,600 of the “greenest-of-the-green” building products available. QtPro is GreenSpec listed and falls into the following categories:

- Noise control
- Reduced material use
- Exceptional durability/low maintenance requirements
- Energy conservation
- Improved light quality, thermal comfort, thermal efficiency & controllability

LEED Certification

The QtPro sound masking system can help organizations achieve LEED Certification. The Indoor Environmental Quality category – to increase daylight and outdoor views – requires organizations to use lower partitions between work stations, large windows and more open floor plans. These design requirements can create a decline in the acoustic quality of the workspace, increasing distractions and reducing productivity. QtPro sound masking systems counteract these acoustical challenges allowing businesses to improve their LEED score.

Low Energy Consumption

A single QtPro sound masking controller can provide coverage for 72,000 square feet (6,689 square meters) of space while consuming only 27 watts of power, less than that required for an exit sign. QtPro is the most energy efficient sound masking system available today, using less than 10% of the power of any other system.

Environmentally Conscious Materials and Packaging

Cambridge Sound Management is committed to designing the highest quality components that are composed of environmentally conscious materials. All QtPro sound masking systems are RoHS compliant and free from environmentally hazardous substances.



Recyclable Products

QtPro systems are built with recyclable materials including aluminum and steel. Emitters use recyclable engineering grade polycarbonate and all system components are assembled by either snapping or screwing the pieces together. The absence of glue means that components are easily disassembled for recycling.

Standards and Certifications

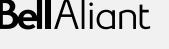


Industry Standards

- FCC Compliant
- RoHS Compliant
- UL 2043 Compliant
- CE Compliant
- ASTM E1130
- UL 60065 Compliant

Partial Customer List

Trusted by over 15,000 companies and over 40% of the Fortune 100

Corporate	Healthcare	Financial Services	Government & Law	Technology	Food & Beverage	Education	Retail
          	 <small>BRIGHAM AND WOMEN'S HOSPITAL</small>        	       	 <small>DEPARTMENT OF HEALTH & HUMAN SERVICES U.S.</small>     	          	         	        	        

Affiliations



Learn more about growing your business
with Cambridge Sound Management:

- » cambridgesound.com/partners
- » 800.219.8199

