



The Sales Group MANUFACTURERS REPRESENTATIVES

WIRELESS NEWS

www.thesalesgroup.com

Northern CA, Northern NV

Upcoming Events

NAPCO (APCO)

Monthly meeting, Aug 13
San Leandro, CA

APCO National

Conference and Show,
August 16-19,
Washington, DC

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ALERT SYSTEMS GROUP delivers Earthquake Early warning notification



NATURAL DISASTER AUTOMATION AND MASS NOTIFICATION

Los Angeles, California – August 1, 2015 When there is a force of nature with potentially catastrophic consequences, an early warning system is instrumental to protecting assets and saving lives. Alert Systems Group, LLC (www.AlertSystemsGroup.com) (ASG) is the leading Earthquake, Hurricane, Tornado, and Tsunami early-warning, automations, mass-notification, and technology provider in the world.

ASG, operating on a FEMA Integrated Public Alert and Warning System (IPAWS) certified platform, has worked with state and local government agencies, university researchers, broadcast stations, 2-way radio and dispatch manufacturers, and industry-leader Global Security Systems to build a Automation and Mass Notification controller fit for all first responders. The ASG controller is capable of notifying all public-safety first responders (Police, Fire, Red Cross, etc) and Hospitals, Schools and Mass Transit Agencies of an impending natural disaster while automating in-building systems and radio communications. The entire ASG suite of products receive the raw Earthquake seismic data, Tsunami, Tornado, Hurricane and Flood directly from ASG’s affiliate industry leaders and government research partners.

ASG servers aggregate raw data and run proprietary algorithms. Automated and redundant alerts are then sent via Satellite uplink and IP directly to local radio broadcast stations. The stations retransmit the data on an Emergency FM Frequency directly to all ASG controllers and Home-and-Office units, alerting to the type of natural disaster and time to impact, based on their local region.



With three forms of redundant signaling, ASG brings the most comprehensive natural disaster automations hardware capable of automating proprietary 2-way radio systems and 911 Dispatch systems to send pages, alerts, tones, and customized messages. ASG also ties in to public address systems, back-up generators, garage doors, and directly into elevators to recall to the first floor. Building automation and alerts to first responders, security, staff, and those designated as part of the disaster management plan all happen before the natural disaster strikes and even after a natural disaster takes down some critical communications infrastructure. ASG also integrates directly into SCADA systems to help cities and municipalities avoid damage to water infrastructure, vulnerable bus and rail operations, and into already existing alert peripherals (sirens, alarms, lights, etc).

Come see their presentation at the August 13 NAPCO meeting

BIRD Rack-Mount SignalHawk Now with ASL!

Bird Technologies adds Advanced Spectrum Logging (ASL) Software option to the Rack-Mounting SignalHawk **SH-36S-RM-ASL, 100 kHz - 3.6 GHz SignalHawk™ Rack-Mount**

Over an Ethernet network, you can remotely analyze the performance of your system and diagnose problems from any computer on your network, whether in the same room or half way across the state.

Continuously record the spectrum analyzer traces for just your frequencies or any portion of the spectrum from 100 KHz to 3.6 GHz. Playback recorded traces at your convenience to analyze interference or other RF events that occur when no one is watching. Identify the type and strength of interfering signals and significantly reduce the time it takes to resolve many RF related problems.

High Performance in a Rack-Mount Spectrum Analyzer:

- Fast, Accurate, and Sensitive: 66 dB Dynamic Range and -135 dBm Noise Floor.
- Minimal Rack Space Required: Only 2 RU.
- Eliminates trips to difficult remote locations. Built in FCC Compliance Masks.
- Multiple sites can be monitored from one centralized location.
- Along with our BPME you can view your RF Spectrum and be alerted of any RF Power alarm - *A TOTAL 1-STOP PACKAGE.*

ASL KEY FEATURES:

- * Logs Spectrum Traces for days or weeks.
- * Review recorded traces using typical spectrum analyzer functions remotely.
- * Programmable to your frequency band of interest.
- * Configurable set up for an automated test plan to record frequencies of interest.
- * Remote accessibility via IP Enabled Ethernet.



Available from:

TALLEY
You Connect the World. We Make it Easy.®

TESSCO
making wireless work

www.birdrf.com

CODAN/DANIELS Launches STRATUS

Codan Radio Communications has announced the launch of **Stratus**, a **hybrid P25 and LTE communications network solution**. The integration of P25 and LTE (3G/4G) leverages the strengths of both technologies to provide secure mobile voice communications anywhere with public cellular coverage, while linking into established analog or P25 networks for wide area coverage.

"Stratus instantly expands the area of coverage of any P25 network, inside and outside buildings, in all those places where coverage has historically been a problem. Within 2 minutes, you can securely communicate within your proprietary P25 network. There is no other product with this capability"

said Ben Pearce, Director of LMR Sales at Codan Radio Communications.



A lightweight and portable solution, a Stratus network consists of one or multiple Stratus Repeaters, Power Center and Rapid Antenna, linking to a fixed Stratus Server and optional P25 DFSI console over encrypted channels within a VPN, providing the security of double encryption. Stratus is interoperable with all P25 vendor subscribers and consoles, utilizing existing P25 equipment for operational and cost efficiency. With integration into any established network, Stratus provides the opportunity for customers to expand their network coverage and mobility without changes to their existing P25 network infrastructure.

Visit the Stratus showroom: www.codanradio.com/stratus

Persistent Telecom's Portable SMS Broadcast System

Persistent Telecom has designed and built a portable SMS broadcast system to support public safety notification, law enforcement operations and Humanitarian Assistance / Disaster Recovery (HADR) missions. nanoCAST™ systems provide situational awareness during any crisis where survivors or hostages are denied access to public networks.

Denied access or loss of commercial telephone services is common place in disasters. Recently, some governments have begun to turn off mobile phone networks to suit their needs. In either case, nanoCAST™ systems can be deployed to identify victims in need of assistance.

nanoCAST™ systems can be effective in many sensitive situations including:

- **Early warning Emergency Alerts**
- **Search and Rescue**
- **Hostage Situations**



Emergency Alerts:

In less than five minutes nanoCAST™ systems can be programmed to transmit instant messages to mobile phones in the immediate area. There is no need to wait for the commercial carrier to set up the SMS broadcast. First responders do not need to know what phones are in the area, the nanoCAST™ figures that out for them automatically. Once the "stay where you are" or "evacuate immediately" campaign is activated the nanoCAST™ system finds the phones and sends the alerts.

Search and Rescue:

Finding survivors is a time critical effort where nanoCAST™ systems can be helpful in many ways. For example, when a nanoCAST™ finds three phones active in the area, there are probably at least three people to locate.

Hostages:

Once again, when time is of the essence, a nanoCAST™ campaign can send and collect information in the shortest time cycle. With shooters in the building, sending directions to innocents within can provide assurance that help has arrived.

Alternatively, if the commercial networks are down, a nanoCAST™ campaign can be directed at the assailant.

Easy to use, nanoCAST™ systems can be operated using any tablet or smart phone. Initiating an SMS campaign is as simple as sending a text message with your cell phone.

More information at:
www.persistent-telecom.net



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Proud Members of



We are on the web

www.thesalesgroup.com

QUALITY INTEGRITY SERVICE

Our Dispatch Center Product Lines

We are proud to represent the finest quality product lines for 24/7 Dispatch Centers. We would like to be your resource when you need to upgrade your center.



AVTEC Scout is a true VoIP console system; all its components may be distributed over a LAN/WAN infrastructure using standard Ethernet. There is no backroom TDM switch. Users said they want a console that does every-thing a traditional console does, yet operates on a network. Scout delivers this functionality today, and through active product development and customer feedback, new enhancements are continually incorporated into the feature set. Scout is Avtec's 4th Generation console product, and was designed for a 10+ year lifecycle in mission-critical environments.



Concept Seating 24/7 Intensive use Chairs. Concept Seating is known for their sophisticated design and unparalleled durability with a 6 year 24/7 written warranty!

CA CMAS Contract and a **GSA Contract** for you to use.



EmergiTech IP9-1-1 Text to 9-1-1 Ready.

EmergiTech has been offering 9-1-1 solutions since 1984. Our years of experience in the 9-1-1 industry mean you can purchase our system with full confidence that we'll be looking out for your interests!



EVANS Consoles - Furniture for 24/7 - 9-1-1 Dispatch

Meticulously researched and designed Evans Consoles is the ultimate solution for the 24/7 911 dispatch facility. With years of industry research, client feedback and design expertise involved in its creation, Evans Consoles don't just meet industry requirements but exceeds them unlike any other product in the marketplace. Designed to be the 911 dispatch console of the future, the Evans dispatch consoles incorporate both innovative features and options that are destined to change today's dispatch facility.

