



The Sales Group MANUFACTURERS REPRESENTATIVES

WIRELESS NEWS

Upcoming Events

Northern CA APCO
monthly meeting, August 11
Roseville, CA

APCO International
Convention and Show,
August 15-18 Orlando, FL

Northern CA APCO
Vendor Table Top is
September 15 at
Ruby Hill Country
Club, Pleasanton,
CA 9am till 3pm.
Free Lunch with
advance
registration

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RELM Wireless BK 2
Radio next
generation P25 KNG2
Portable Radios

Codan/Daniels 2
Visor Interop portable
repeaters

AVTEC Learn more 3
about the RIC-M. The
Radio Internet Proto-
col Comms. Module

Freedom CTE new 3
R8000C test analyzer
with added auto-tune
capabilities.

RAVEN offers the 4
new FlexGate Lite
interoperability
Dispatch solution
bundle with 5 soft

www.thesalesgroup.com

Northern California & Northern NV

Clear-Com Mission Critical Solutions-Agent-IC

Support and Expand Your Existing Network

Extend your geographic footprint and reach of your radio system with the Eclipse HX Digital Matrix, designed to support the distribution of audio and data signals to thousands of users on a statewide or extended regional radio system.

Mobility via Smartphone & Tablet

The Agent IC mobile intercom panel application allows users with iOS smartphones and tablets (Android coming soon) such as agency and department heads and other key personnel that may not be available locally, to securely access the full capabilities of the Eclipse HX via 3G, 4G and Wi-Fi/IP networks.

When multiple agencies are operating at an incident or disaster, emergency departments heads may need to bring in key individuals who cannot be physically present or are in otherwise inaccessible locations or out of radio coverage. While accessibility features are controlled by the host, the AGENT-IC user has the capability for point-to-point, point-to-multipoint calling, push-to-talk, and can receive notifications. The simple menu-driven user interface can be added to the network in case of a critical incident without extensive training.

IP Communication Points

Agent-IC™

Users in ancillary positions or who work remotely can be given access to the Eclipse HX intercom system right on their smartphones or tablets. Similar to a key panel, Agent-IC is cost-effective, easy to deploy, and useful from any location where IP networks are available. Users can access pages of 6 keys on phone devices and up to 15 on tablets.

Key Features

- Designed for smart phones and tablet devices
- Managed under central administration control
- Fully featured: point to point calling, point to multi-point group calling, partyline, PTT, local cross-point audio level control and notifications
- Excellent audio quality
- Ease of deployment and use—no training required

- Secure—NSA approved
- Accessible on multiple IP networks: 3G/4G/Wi-Fi



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APCO Show
Booth
#1107



Next Generation KNG2 | P25 Digital Portable Two-way Radios

The KNG2 is equipped with loud, crisp audio using a large, enhanced speaker and has a bright colorized screen with industry large display area. In addition to this, the KNG2 is IP67 dust, water tight, and durable in any environment with a 1 watt speaker.

TOP FEATURES

- APCO Project 25
- FDMA and TDMA Phase II
- 1-6 Watts RF Power Output
- Integrated GPS
- Bluetooth
- 3 Programmable Buttons on Side
- 5000 Channels, Dynamic Grouping
- 100 Programmable Quick Call ID's
- Busy Channel Selections
- Channel/Priority/Dual Mode/Group Scan
- Problem Prevention Features
- Custom Programming
- Waterproof IP67 Rating
- MIL-SPEC STD-810C/D/E/F/G
- Robust PTT Design
- Loud speaker output
- Large LCD Color Display

APCO Booth 1753



CODAN's VISOR INTEROP Portable Repeater

In an emergency, there's no time to set up a multi-agency communications system and get your users ready—you want to communicate in an instant. You want to talk with other emergency response agencies immediately to save lives and provide aid.

VISOR INTEROP makes saving lives a priority. A Transportable repeater pre-programmed with mutual aid frequencies established by the FCC which provide communications interoperability between emergency response agencies on the ground when responding to an emergency. No additional set up or configuration is required, just set up the antenna and external power source and talk for instant communications between agencies.



- VHF, UHF and 700/800 MHz Frequency band options.
- P25 or analog, repeater or base station
- Lightweight at 28 pounds.
- Robust operating temperatures of -30 to +60 C.
- Passes P25 Encrypted Communications
- RF Output Power of 30W
- Preprogrammed to local and national mutual aid frequencies.
- Capability for programming with agency specific frequencies up to 32 channels.
- Frequency agility with internal quick change duplexer and easy to use service software.

AVTEC's Easy affordable interoperability for your ASTRO Conventional Radio System

The Radio Internet Protocol Communication Module (RIC-M)[™] offers uncompromising, affordable, interoperable communications for any joint operation or crisis.

[Download RIC-M Flyer](#)



Come and learn more about this remarkable product and our IP Dispatch Solutions at APCO Booth # 1463



This new module allows federal, state, and local public safety agencies to solve two common challenges:

- Bridge the gap between legacy radios, dispatch consoles, and legacy base stations.
- Cost-effectively extend the life of legacy base stations while preparing for tomorrow when equipped with **Avtec's Scout true IP console.**

RIC-M[™] uses technology developed by the U.S. Department of Homeland Security's Science and Technology Directorate. With a single Ethernet connection, this box replaces a proprietary interface with one that is P25 CFSI-compatible.

R8000C Communications Systems Analyzer

R8000 AutoTune[™] Automated Test & Alignment Software Reduces Radio Service Time by as much as 90% by the World's only true portable (14lbs), full featured, LMR Communications Systems Analyzer.

Every AutoTune application is produced under license of the radio manufacturer and tests units to manufacturer specifications.



AutoTune is available for:

- Kenwood NX Series Portables
- MOTOTRBO Mobiles and Portables
- APX Mobiles and Portables
- XTS Portables & XTL Mobiles

Coming mid-2016:

- Harris XG-75 Mobiles and Portables

APCO BOOTH 1745

Special pricing during August



The Sales Group

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RAVEN's FlexGate Lite Bundle Includes Five Soft Dispatch Positions

FlexGate from Raven is a mixed-media system bridge providing interconnectivity to VoIP/RoIP systems, radio systems, telephone systems, and dispatch console systems (Raven HQ) A user can access these resources from anywhere in the world via smartphone, tablet, PC, or public telephone.

Fixed or deployable, FlexGate Lite can offer emergency operation centers or incident response teams across into standard and non-standard communications infrastructures quickly and easily with minimal user training. It can be used as a transitional technology by bridging current and future systems together as one single system.



In addition to bridging and interoperability, FlexGate Lite can offer applications such as:

- * Radio interoperability, Multi-user cross patch
- * Tone Remote control
- * Wireline capabilities i.e.: COR & PTT
- * VOX Audio delay features
- * Tone detection generation
- * Voice/Data
- * Conferencing
- * Active voice bridge
- * Dispatch with HQ software

Dispatch Bundle includes

- ◇ **All Hardware**
- ◇ **8 Ports of interoperability**
- ◇ **RoIP Gateway Server**
- ◇ **FlexGate Software**
- ◇ **5 HQi Dispatch Licenses**

(additional licenses available)



APCO Booth

1109