



The Sales Group MANUFACTURERS REPRESENTATIVES

WIRELESS NEWS

Upcoming Events

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

www.thesalesgroup.com

Pacific Northwest & Hawaii

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



www.clearcom.com



APCO Show
Booth
#1107



Inside this issue:

Telewave 2
Transmitter
Combiners save
valuable tower space

Evans Consoles 2
Ergonomic console
furniture for Public
Safety 9-1-1 and
emergency
operations markets

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

Telewave Transmitter Combiners

Combine your strengths and save valuable tower space!

Telewave transmitter combiners save valuable tower space and eliminate interference with proven technology. As many as 14 transmitters can share the same antenna system, and dual band configurations such as 700/800 MHz can be provided. Hybrid combining techniques allow very close channel spacing, even adjacent channels if required.

Telewave combiners are custom-built on any frequency between 30 MHz and 960 MHz, and are compatible with any narrow or wideband, analog or digital air interface including P25 Phase I and II. Duplexers, receiver multicouplers, preselectors and power monitors can all share the same rack.



**APCO Booth
1016**

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

The ultimate 24/7 sit-stand Dispatch Furniture Solution

The Dispatch III is the ultimate solution for all 24/7 command and control dispatch facilities. With years of industry experience involved in its creation, the Dispatch III exceeds all industry standards unlike any other product in the marketplace.

Designed with a rugged steel and aluminum frame—the most structurally sound in the industry. The Dispatch III is durable and flexible. Providing the operator the ultimate convenience and comfort, with options that include Single or Dual Surfaces, Integrated Personal storage, Envirolinc and PowerLinc systems. The Dispatch III incorporates optional pop-up and slat wall power and data access including USB, DVI, Power, HDMI and Cat6 all prewired for easy connectivity.



**APCO Booth
657**

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
- EFJ Viking VM Mobiles and VP Portables

APCO BOOTH 1745

Special pricing during August



The Sales Group

MANUFACTURERS
REPRESENTATIVES

SEATTLE WA, & HI

Dana Hanford, [CPMR](#)
Partner
206-842-9076

**Western OR, Western
WA**

Bob Shropshire
253-344-6973

Eastern WA, MT & ID

George Shoemaker, [CSP](#)
509-991-8100

ALASKA

Ken Doughty
(907) 250-8706

Proud Members of



We are on the web

www.thesalesgroup.com

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