The Sales Group   *MANUFACTURERS REPRESENTATIVES*

WIRELESS NEWS

www.thesalesgroup.com   Southern CA, Southern NV & Arizona

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

MADE IN U. S. A.

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.

APCO Booth 935

- 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.

Microwave Networks Mission Critical

Microwave Networks provides the most reliable and flexible microwave radios in the industry. These highly reliable software defined radios offer the ability to transport both native IP and native TDM traffic and are perfect for any infrastructure, last-mile, or access application. **Provides full range of licensed and unlicensed radios from 900 MHz to 80 GHz.**

Successful networks depend on each individual piece working reliably and seamlessly with every other part of the network. The same is true for your wireless infrastructure or access system. With our family of Integrated Microwave Solutions , our radios provide a complete line of advanced, cost-effective, and reliable products that work together to solve your complete communication system's needs.

In addition to the standard Plesiochronous Digital Hierarchy (PDH) technology, all of our radio platforms offer customer interfaces for IP and data transport. This unique combination offers network operators the ability to leverage their current network infrastructure and provide an efficient evolution to their next generation networks. As voice and data traffic grow within the networks, PDH systems can be supplemented with Synchronous Digital Hierarchy (SDH) platforms to carry data as high as 311 Mbps.

With over 40 years in the microwave radio business, (formerly Motorola Microwave) we are dedicated to producing products and services that meet new and emerging market requirements as well as traditional, established microwave radio applications. **Microwave Networks Offers Full Turnkey Solutions and Maintenance Support Services**

APCO Booth # 1537

Concept Seating 24/7 Intensive use Chairs

- **Six Year 24/7 Written Warranty**

- **Meets ANSI/BIFMA and certified for 24/7 installations under GSA FNEW 83-269E**

- **Seven-Legged Spider Base for optimal stability**

- **Seven height position arm rests**

- **All steel frame with Dymetrol Suspension**

- **Infinite adjustable Air Lumbar**

- **Knee tilt and waterfall front**

- **Safety Casters**

- **Replaceable Seat Covers**

- **Cylinders made for HD use in different sizes**

- **Adjustable back on 3150 models**

- **Seat Depth Adjustment on 3150 models**

APCO Booth

1204

- **Tilt mechanism with 7 lock positions**

- **Optional head rest on 3150 models**

- **Available in durable fabric or leather in various grades and colors let you specify a chair that stands up to anything the hard day can dish out.**

CONCEPT SEATING

MADE IN U. S. A.

GSA Schedule

Welcome Lyons Communications

The Sales Group is pleased to announce that Ron Lyons is joining The Sales Group team. Ron will be an independent contractor covering a sales territory as well as acting as sales and product manager for our PSAP product lines.   Ron's background with Zetron makes him a formidable ally working with you on Avtec as well as all our other PSAP products. Please welcome Ron to The Sales Group team. Ron is operating as Lyons Communications. Brief Bio: Lyons Communications is owned and operated by Ron Lyons. Ron has nearly 30 years of experience in sales, marketing, business development, product knowledge, and project management across a multitude of communications technologies and applications in the public safety, utility, transportation, and business markets. For us, this means Dispatch Products, Radios and Radio Infrastructure.