



# The Sales Group MANUFACTURERS REPRESENTATIVES

## WIRELESS NEWS

### Upcoming Events

**April 18-20** – Partners In Emergency Preparedness, The Greater Tacoma Convention and Trade Center, Tacoma, WA

**April 21-22** – Communications Academy, South Seattle College, Seattle, WA

**April 25-26** – Idaho ILETS Conference, Riverside Hotel, Boise, ID

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Tactical Wireless Networking, Satellite Data Products/Service, Disaster

#### Raven Electronics' **3** RVI-600 Voter

combining innovation, flexibility, affordability, and simplicity in a small, ready-to-use package.

#### NEXTEL Worldwide **4**

Nextel is back in business with new radios, smartphones and tablets worldwide!

www.thesalesgroup.com

Pacific Northwest & Hawaii Edition

## Freedom's new 8100 RF Test

The R8100 brings an entirely new level of flexibility, power and portability to LMR maintenance. In addition to all of the capability of the industry-standard R8000, it boasts an internal battery, brilliant color-enhanced LCD and MIL-SPEC class 3 shock and vibration rating! These features, along with the R8100's ruggedized carrying handle, spin-knob data entry, headphone jack and multiple language capability all combine to make the R8100 the most powerful, versatile service monitor ever made.

Boasting the same industry-leading spectral purity as the R8000, the R8100 has the following additional features:

- Field-swappable internal battery
- MIL SPEC Class 3 shock & vibration rating. Brilliant, color-enhanced LCD display
- Foreign language Softkeys (French, German & Spanish)
- Headphone jack for use in high noise environments
- Tuning knob useable for data entry
- Ruggedized carrying handle



**Watch video demonstration**

### R8100 comes standard with:

- High performance spectrum analyzer including proprietary "Dual Display"
- Tracking generator
- Cable fault locator



# Introducing TacSAT Networks

## NEW !



The TacSat Networks SATCOM-PACK is US Patent Pending

- High speed cellular connectivity ISP class LTE-A data modem “Band-14 FIRSTNET” compliant. Up to 100 Mbps of data speed “where LTE-A has been deployed by providers”

- Verizon or AT&T Micro Cell tower or “Femtocell” pre-installed and wired, simply switch the power on and you done! Allows for 3 concurrent cellular calls and registers up to 50 cell phones to the providers network.

- Cradlepoint AER-2100 Enterprise Class Router/ with advanced security and network management, VPN, network monitoring. Alerts and network, LAN use statics.

- 4 VoIP phone modems with dedicated phone numbers (Unlimited National Calling) 1-year service included

- ViaSat Pro 2 .75cm Semi-Fixed manual point Ka Band VSAT that can deliver a reliable 18+ Mbps Down and 4+ Mbps up of bandwidth with much faster speeds coming soon! (Upgradable to Auto Acquire VSAT see options page)

**Turn key low cost solution includes:** Enterprise class Gigabit wired networking, 2.4 / 5 Ghz. WiFi Cloud, built-in VoIP modems with 4 separate POTS phone lines, Verizon Femtocell, 16 port enterprise Pro managed network switch with both 24 Volt and 48 Volt POE on all 16 ports, Advanced intelligence enterprise router with unsurpassed security, LTE-A high speed cellular data modem with Band-14 (FirstNet) compatibility, ViaSat™ high speed Ka band satellite terminal.



More information at:

[www.tacsatnetworks.com](http://www.tacsatnetworks.com)

# Raven Electronics' RVI-600 Voter

Raven Voter | IP Configurable | 6-Site

Raven Electronics' 6-Site Voter is a pre-configured powerhouse that allows for easy set-up, configuration, and expansion. The RVI-600 with M4x Technology, is the most flexible and cost-effective voting system on the market. Features include:

- IP site-monitoring and control from remote locations
- Event-driven, intuitive software
- Full-featured reporting capabilities
- Fully expandable
- Sleek, 1RU rack-mountable design
- Tri-color LED per port indicating TX, RX, Voted, or Receiver Fault



Subscriber radios, dispersed throughout a specific area of coverage, are back-hauled to a central location via a Raven IP Gateway, a microwave system, leased lines, or point-to-point receivers. The RVI-600 Voter can reside at the central site (or EOC) and automatically:

- Monitors multiple remote receivers
- Votes the best audio using a proprietary algorithm comparing signal strength, noise, and audio fidelity

**Our system does not allow for loud noise to get voted over lower, more discernible audio ... you'll get the best Signal to Noise to Audio Fidelity ratio**

- Passes the best audio to one or more end-points (consoles, dispatchers, or repeaters/transmitters)

Most receivers are configured for S-TAC operation, providing either 2175 Hz or 1950 Hz status tone to the voter to indicate the squelched condition. If a receiver does not have the capability for S-TAC operation, then squelch conditions can be triggered by COR or VOX. Additionally, outlying Raven equipment, featuring M4x technology, can also be utilized as status tone (or "pilot tone") generators.

## Additional Features:

- Transmitter Steering
- Disable receivers if creating in-band noise
- Full dispatch integration into Telex, Zetron, Avtec, and Motorola

**Bonus Feature:** All Raven voting products can be partitioned. Our 8-site voter can act as two 4-site voters, or a 2-site voter and two 3-site voters, or four 2-site voters. No longer do you need to invest in a whole separate system to vote an additional channel. Our 2 RU FlexGate can allow you to have up to 128 Sites with as many partitions as your system requires.

**List Price \$9995.**

**TESSCO**  
TECHNOLOGIES®



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# NEXTEL How Business Gets Done



NEXTEL offers an array of handheld and vehicular mounted devices to choose from to suit the specific usage of your enterprise. Whether it be basic worldwide Push-To-Talk functionality, worldwide Push-to-Talk with telephone capability, or worldwide Push-to-Talk with telephone & data, GPS

based location tracking, Point of Sale & Mobile workforce productivity, NEXTEL offers the features you need in the form factor that fits your application. Choose from NEXTEL classic style handheld and mobile radio models or step up to next generation devices like our line of rugged smartphones and tablets. NEXTEL's powerful PC Dispatch software enables efficient management of field units via its GPS location viewing as well as archiving and instant recall of location and NEXTEL group & private connect calls. The flexible NEXTEL Smartphone app allows for Group Connect & Private Connect Push-to-Talk functionality as well as GPS location on existing smartphones and tablets in your organization allowing your enterprise to use whatever device it chooses, yet still having the added benefit of the hallmark NEXTEL Group Connect, Private Connect and GPS tracking features . NEXTEL Rugged Tablets and Smartphones are built tough to withstand the rigors of industrial environments day after day unlike consumer models and come pre-equipped with legenday NEXTEL Group Connect, Private Connect, and GPS Tracking features built in. Already have a cellular carrier for the mobile devices in your enterprise? Let NEXTEL lower your monthly airtime cost while simultaneously adding NEXTEL value added Group & Private Connect Push-to-Talk and GPS tracking capability for a lower price than your current cellular carrier. NEXTEL ensures your workforce is equipped with the proper communications tool for the job when and where you need it. NEXTEL -How business gets done!

For more information please click the link below

<https://www.nextelworldwide.com/>

**We are currently taking dealer applications. Please contact us.**



**We are on the web**

[www.thesalesgroup.com](http://www.thesalesgroup.com)