



*The Sales Group* MANUFACTURERS REPRESENTATIVES

# WIRELESS NEWS

Upcoming Events

CPRA Monthly meeting  
June 15, Downey, CA

CPRA Monthly meeting  
July 20, San Pedro, CA

APCO National  
Conference and show  
August 13-16, Denver  
CO

Inside this issue:

**CODAN Radio** 2  
Stratus Portable P25  
& LTE Repeater.

**NEXTEL Enterprise** 3  
Voice and Data  
Nationwide

**EVANS Console** 3  
Dispatch Center  
Furniture

**CONCEPT SEATING** 4  
24/7 Heavy Duty use  
chairs .

**BIRD new 4042** 4  
**Channelized**  
**Directional Power**  
**Sensor**

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

Southern CA, Arizona & Nevada

## Barrier 1 The next Generation in Cyber Security

**Are you *confident* that your system and information is *completely* secure from the many levels of cyber attacks? Accurately and Affordably identify and stop a cyber attack that you have NOT seen before.**

Cyber attacks today are a process. And effectively and accurately identifying both the known and the unknown threats is not something everyone can do. Barrier1, with its patented anomalous base detection and reaction engine does, in real-time and with such accuracy that false positives are virtually an unknown. The on-board Advanced Analytic Reaction Engine® (AARE) that drives the multi-layered algorithms, has demonstrated results that far exceed any other approach in the market today. It is why Barrier1 wins the national awards, like SC Magazine's Innovation Hall of Fame, three years in a row. And why the NFL invited Barrier1 to be part of their Cyber Security Team for Super Bowl 50.

### Identify, Analyze, Predict, Learn and React – all in Real-time

**Effective:** To truly be protected systems need inspection and visibility into all seven OSI layers so modifications, vulnerabilities and changes in the data stream are intercepted. Barrier1™ with its Intelligent Threat Management inspects all OSI layers, providing tenacious security, real-time threat management and competitive advantage.

**Accurate:** Barrier1's Advanced Analysis Reaction Engine software holistically inspects and analyzes all network security components and in near real-time, correlates and interprets data received from these technologies. This gives Barrier1 the ability to inspect all seven OSI layers in total. Barrier1 has been tested against every competitor and the US Army Cyber Security Unit, and in every case documented evidence supports Barrier1 as far superior in effectiveness and accuracy. (Case studies available.)

**Fast:** Barrier1 was designed to take advantage of today's multi-core processors with superfast clocks. However, Barrier1 has taken it to the next level by optimizing the system architecture for faster, efficient use. Barrier1 introduces only 12.7 microseconds delay which not only provides a fast and safe user experience, it allows additional software components on the same machine at the same speeds. This gives you added advantage of being "green" because Barrier1 will reduce your power consumption while integrating your applications.

**Affordable:** Return on investment plays a crucial role in any IT security strategy. ROI analysis includes leveraging past investments with future investments. Additionally, available services and the ongoing operating costs of annual licensing agreements and annual support contracts all must be considered. Barrier1 utilizes a flat rate pricing model to ensure you will never be billed on a per seat basis. Hardware and software maintenance, and monitoring and tech support are all included.



[www.barrier1.com](http://www.barrier1.com)



# Codan STRATUS P25 & LTE Solution

## **P25 & LTE Solution**

Stratus is the first deployable P25/LTE hybrid solution that leverages the strengths of both technologies to provide secure mobile voice networks. With the power of P25 and LTE (3G/4G), Stratus has the mobility of a subscriber unit in a lightweight, easily transportable infrastructure solution, ensuring complete system and network coverage from any location, whenever you need it.



## **Stratus Repeater**

Housed in a rugged Pelican case, Stratus repeater integrates a VHF, UHF, 700 MHz, or 800 MHz repeater, Universal Interface Card (UIC) and LTE modem, linking instantaneously into established communications networks without requiring a hard wired Ethernet connection.



## **Stratus Fixed Site**

Stratus Fixed enables new and existing Codan Base Stations and Repeaters in a fixed configuration to utilize LTE cellular networks for backhaul into dispatch, replacing the need for costly leased lines and T1 connections. The network interfaces of Stratus Fixed have been optimized to provide a more robust connection over the cellular network ensuring a reliable connection at a fraction of the current costs.



**NEXTEL**

## How Business Gets Done

### Enterprise Class Voice & Data Nationwide

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.



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

### The ultimate 24/7 sit-stand Dispatch Furniture Solution

Evans 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 Integrated Personal storage, Single or Dual Surface, 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 connection.



### EVANS DESIGNS TURN-KEY DISPATCH CENTERS

- **Raised Floor**
- **Carpeting**
- **Custom Millwork**
- **Acoustic Walls**
- **Lighting**
- **AV Walls**
- **24/4 Dispatch Chairs**
- **PowerLinc System**



*The Sales Group*

MANUFACTURERS  
REPRESENTATIVES

**Southern CA,**

Larry Weber, *CPMR*  
Partner  
800-801-7253

**LA North, Coast**

Barry Driver, *CSP*  
(805) 470-0685

**San Diego & Orange**

Ron Lyons, VP  
(619) 855-7041

**Arizona & Las Vegas**

Mike Harris, *CSP*  
(303) 883-2353

Proud Members



**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**



**BIRD Technologies, The RF Experts**

Bird's new 4042 Power Sensor is a key component of your complete RF power monitoring system!

The Bird Model 4042 is a **Channelized Directional Power Sensor** providing both forward and reflected individual channel power measurements with +/-5% of reading accuracy, at power levels of up to 500 watts and is also NIST traceable. This sensor is intended for use at the transmit combiner output, in order to provide both individual channel output from the combiner power, as well as antenna VSWR information.

Use the 4042 along with the 3141 to measure the individual desired channels. Program the desired channels into the 3141 and the 3141 will request individual channel power information from the 4042 sensor.



**Model Available:** 4042-1-430505-0201 100 MHz to 1000 MHz

**We are on the web**

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