



# The Sales Group

MANUFACTURERS REPRESENTATIVES

## WIRELESS NEWS

### Upcoming Events

CPRA (APCO) monthly meeting November 16, Downey, CA

HAPPY  
THANKSGIVING

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www.thesalesgroup.com

Southern CA, So. Nevada & Arizona

### AVTEC SCOUT Consoles Support Mission Critical

Scout is a true VoIP console system; all its components may be distributed over a LAN/WAN infrastructure using standard Ethernet. There is no backroom TDM switch.



Users said they want a console that does every-thing a traditional console does, yet operates on a network. Scout delivers this functionality today, and through active product development and customer feedback, new enhancements are continually incorporated into the feature set. Scout is Avtec's 4th Generation console product, and was designed for a 10+ year lifecycle in mission-critical environments. Instead of using inferior and difficult to support PC sound cards, Scout provides a dedicated Media Workstation with it's own Ethernet connection and rugged peripherals. This allows customers the option to furnish standard PC's and benefit from reduced life-cycle support costs.

- Scales from 1 to 100+ console positions
- Integrates Web and XML technologies
- Dedicated Media Workstation for Audio; no PC Sound cards
- Scout Project Manager supports live system updates
- Built-in N+1 Redundancy
- Integrates with third-party CAD
- Supports Disaster Recovery
- Customizable Graphical User interfaces

More information at  
[www.avtecinc.com](http://www.avtecinc.com)



## RuggON Rugged Computers for Public Safety

With the RuggON PM-511's computing device, officers can use detection tools such as radars to record crucial capture images of incidents, detect traffic violations, scan license plates, and link to database for real-time information. In addition, the rugged tablet also offers seamless and stable wireless communications so that officers can receive real time information.

Officers that are working under rainy weathers don't have to worry when using RuggON PM-511 as its IP65 water & dust proof can protect the device from heavy rain. Different from consumer tablets the PM-511 is suitable to withstand situations as it can withstand 6-foot drop resistance and comes with MIL-STD-810G anti-shock & vibration. The ability to endure extreme temperatures is another one of PM-511's notable features. PM-511 supports operating temperatures of -20c to +50c along with storage temperatures between -30c to +70c. RuggON PM-511 is the dependable device to withstand these harsh environments since it offers the durability that commercial tablets don't provide.



PM-511 can support radar and camera for the purpose of speed violation detection. Once the tablet is connected on the detection devices, the captured vehicle information such as car model, license plate, car speed, driver information and other details will be displayed on the tablet and sent to headquarters for analysis. This information allows the officer to quickly determine the related fines, without wasting time on redundant paperwork.

The officer can also use the tablet to send information to other police units for further investigation. Built with durable ruggedness and reliable connections, RuggON PM-511 is the ideal choice for law enforcement tasks now being used by the City of New York.



## EVANS Introduces Dispatch NEXTGen Furniture

### The next generation of Dispatch

Welcome to the future of 9-1-1 Center Consoles. After years of market research, and talking to YOU, the customer, we have developed **Dispatch NEXTGen™**. We listened by increasing cable management, optimizing equipment storage, better monitor mounting, and countless layout options.

***Learn more about NEXTGen by clicking on the picture***

DISPATCH  
**NEXT**GEN



### EVANS Announces Strategic Partnership with the Denise Amber Lee Foundation

We are excited to partner with the Denise Amber Lee Foundation, the pre-eminent training organization committed solely to the Public Safety sector. For every console EVANS sells to Public Safety organizations, we will make a donation to the Foundation. We are also participating in its 9-1-1 training summit being held in Charlotte, North Carolina in November, as well as other select training sessions nationwide.

## Public Safety Announcement



The Spectrum Firm specializes in FCC licensing, related engineering and

**project management support in the Private Land Mobile Radio Services**

We offer FCC licensing, engineering support, and related services including annual programs for License Maintenance and Renewal Services; spectrum analysis and strategy, and frequency management.

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

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## 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 super-fast 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)