



The Sales Group MANUFACTURERS REPRESENTATIVES

WIRELESS NEWS

Upcoming Events

IWCE Wireless Show
Orlando Florida,
March 5-9

www.thesalesgroup.com

Southern CA, Southern NV & Arizona

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-feet 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.



www.ruggon.com



Inside this issue:

CODAN Daniels 2
Stratus P25 and LTE repeater solution in a Portable and fixed site product offering.

BIRD Fiber Das systems 2

AdaptConn 3
Emergency BGAN portable satellite communications systems

Richcom Power 3
LMR radio batteries and chargers

Barrier 1 4
The next generation in Cyber Security for your systems and networks

Codan STRATUS 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.

www.codanradio.com

 **CODAN**
RADIO COMMUNICATIONS

BIRD Fiber DAS

Bird's industry proven Fiber DAS product has been deployed by the thousands in many venues across the world, from the **Las Vegas Strip** to the Torre Mayor skyscraper in Mexico and is ideal for fulfilling multi-band, multi-operator coverage and capacity needs. Supported frequencies include FM to 2.6 GHz all on a single fiber, including most any modulation scheme from P25 and Tetra to LTE. Using our SingleNet solution, other technologies can also be transmitted over the Distributed Antenna System as well, including Gigabit Ethernet LAN, backhaul for small cells and WiFi, CPRI/OBSAI, as well as CCTV. The modular system can support virtually unlimited numbers of sectors, remotes and operators with adding sectors and operators as simple as adding a new base station interface module at the head end. Setup, control and monitoring of the entire system are done through a standard web browser, with additional options for monitoring all of your DAS networks through one converged interface through our Central Gateway (CGW).

www.birdrf.com



 **Bird Technologies**[®]

Portable BGAN Satellite Communications

Today, we take for granted our ability to connect and communicate with other people or organizations. The choices from **land line phones, smartphones, IPADS, tablets, or computer**, are endless. We never consider what our life or our ability to handle our responsibilities would be like without the ability to communicate. A person cannot comprehend that all our different tools to communicate would all stop working at the same time.

BGAN services from Inmarsat along with BGAN equipment offer portable, light weight, easy to use and deploy satellite systems. The equipment come in various configurations smaller units can support one or two users while larger systems can operate effectively with up to 5 users. The systems enable the user to access the internet and make satellite calls from most any location under any circumstance.

BGAN equipment units either operate "on the halt" or "on the move". On the halt systems can manage from 1 to 5 users for internet access and satellite phone. On the move systems connect to the internet and have phone capability while traveling up to 70 MPH, and allow up to 5 users effectively.

AdaptConn packages the BGAN equipment in Tactical Kits that include:

- Custom designed military grade weatherproof case with secure laptop computer storage
- Alternative power supply AC or DC and spare system battery
- POTS phones for satellite phone calls
- All cables and connectors for usage

WiFi capability (If not standard with the BGAN unit)



www.adaptconn.com



We now represent Richcom Batteries

Richcom Power LLC is a world-leading design and manufacturing company of rechargeable batteries and chargers for OEM/ODM customers and global end-users. Our mission is to become your "Trusted Partner" by providing innovative solutions, exceptional performance, quality, service and value, utilizing our ISO9001-certified and OEM-approved manufacturing facility for your portable power needs.

They offer LMR batteries for **EADS, Harris, HYT, ICOM, Kenwood, Motorola, Sepura, and Vertex.**

They also offer batteries for many other portable devices. Please see their web site for product offerings at: www.richcompower.com



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



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

We are on the web

www.thesalesgroup.com