



Why did the Gardendale Alabama Police Department choose Falcon Direct as their vehicle camera system supplier?

It all began.....

with the receipt of a grant for the purchase of five vehicle cameras. Interested suppliers were called in to demonstrate their offerings. Falcon Direct was one of those prospective suppliers. Let us tell you the Gardendale story, and then you decide if the choice they made might also be a good choice for you!

Only one dealer (Guess who?) took the time to provide objective information on the differing technologies available including recording to a hard drive, to DVD's, as well as Smart Memory Cards. You can check out this same information in more detail in the *Competitive Reviews* section at www.vehiclecameras.us. After review of the available offerings, the Gardendale Police Department requested a demonstration of a unit installed in one of their patrol vehicles. Again, only one dealer responded (we think by now you know who that dealer was).

After installation of the demo unit, the Gardendale PD requested detailed bid specifications that could be met by multiple suppliers. Only one vendor responded with a complete package although a second vendor suggested adding an upgrade option that Falcon Direct did not recommend. As it turned out, the second vendor submitted the low bid which was primarily the result of a perceived price advantage made possible by the added upgrade option.

The successful bidder had 60 days to complete the installation. They did not show up until just a few days before the deadline and then couldn't make the installation since they could comply neither with the original basic specifications or the option that THEY had added. Suffice it to say that the original bid was terminated and we were then asked to provide new specifications, which we did.

On the second bid, we were the low bidder. We installed the complete system using factory technicians, on time, and to the complete satisfaction of the Gardendale PD. THAT is why Gardendale PD selected Falcon Direct! We do other things especially for police departments as well. Currently, we are offering a special trade in allowance on our most popular camera. Additional information is available at www.info4u.us/trade100.pdf.

We understand the special needs of law enforcement. You can learn more about our general capabilities on a special web site at www.lawmobility.com where, among other things, you will find information on our unique *CrookCatcher*. This is a product designed and made by us, right here in Alabama especially for wireless surveillance use. Check it out at www.info4u.us/CC2.pdf.

We are best known as a communications system provider offering BK/Relm, ICOM, Midland, and Motorola at Alabama State Contract prices. Complete information is available at <http://falconinfo.blogspot.com/2008/10/alabama-state-contract-news.html>. More importantly, we are committed to help you make the right choices in planning for narrow band and digital upgrades. That is why we have prepared complete planning information at <http://pathwayplanner.blogspot.com>. If you want the straight facts for communications planning, we think you will find this information very useful. Better yet, just give us a call at 800.489.2611 and we will meet with you at your convenience.