

## Why do we do.....

what we do, and why do we do it? The simple answer is that we CAN! We are not your average wireless communications dealer. We are totally unique in Alabama and perhaps nationwide as well.

You see, we have a commitment to serving others that goes beyond promoting a particular brand or technology, or even boasting of our prior services and repair capability. We are not in the political *in-crowd* – don't even want to be. We have taken stands on issues that would have been much easier to agree or ignore. Our area of expertise falls into four basic areas based on the needs of governmental and corporate uses. They are as follows:

**Community Planning** – Helping to maximize resources and reduce costs. See [www.communityalliance.info](http://www.communityalliance.info) for additional information on services provided.

**DHS Grant Guidance** as defined by SAFECOM and administered by FEMA. See [www.info4u.us/2009-Awards.pdf](http://www.info4u.us/2009-Awards.pdf) for an example of the assistance provided.

**FCC Licensing** – Rules and Procedures. See [www.info4u.us/MigrationPlan.pdf](http://www.info4u.us/MigrationPlan.pdf) for additional information on narrow banding plans.

**Technology** – Applications and benefits for public safety users and those they serve. See [www.falcondirect.com/MaySpecials](http://www.falcondirect.com/MaySpecials) for an example.

In summary – we have the specific goal of *Helping you do what you do, a little better!*

## What we are doing in 2010



We spend a great deal of time on the road meeting with volunteer Fire departments, Police departments, Sheriffs, Mayors, Administrators (both City and County) as well as School Superintendants, 911, and EMA Directors as well as maintaining contact with DHS, FCC, and FEMA managers to develop and promote trends to assist those we serve.

Earlier this year, we introduced new technology to a number of police departments across the State of Alabama for the purpose of developing a plan for interoperability in their community while simultaneously benefiting from new technology, hopefully funded by ADECA. A variation of this plan was introduced in May of 2010 for fire and rescue agencies with the goal of developing city, county, and regional communications capabilities with a portion of the funding provided by FEMA under the AFG and SAFER grant programs.

We discovered that there was no readily available communications system for coordinating 911, EMA, EMS, Fire & Rescue, Institutional, Law Enforcement, Transportation, and Utility communications. We are currently in the process of working in selected counties to develop solutions. For those that would like to know more about us, see [www.info4u.us/UsInAL.pdf](http://www.info4u.us/UsInAL.pdf). As we said before, we are NOT your average dealer, but we do have some ideas to share that can benefit your community.

## All about Narrowband and P25!

You may have heard that you have to convert all your radios to narrowband digital. One source tells you that it has to be P25, another says trunking, and another says MotoTRBO. Want to know the *right* answer?

At the highest levels of US government, the ones responsible for the safety of the general population have developed a long-term communications interoperable plan. That plan is called P25. There is no other approved technology. All digital radios purchased must be based on this standard to qualify for federal funding. Go to <http://www.info4u.us/SAFECOM-2010.pdf> for more information. P25 has NOTHING to do with narrowband except for the fact that digital radios work better than analog for narrow band operation.

The FCC, the government agency responsible for administration over the frequencies assigned to 2-way radio users, has mandated a requirement for users of VHF or UHF radios operating on a bandwidth of 25 kHz to reduce their band width to no more than 12.5 kHz, no later than December 31, 2012. You don't have to switch to digital, but you DO have to switch to narrow band.

The great news is that the Assistance to Firefighters Grant (AFG) program can provide the funding for the purchase of P25 equipment that will provide the infrastructure to allow COORDINATED communications within a community, municipality, county, or region. Either fire departments or non-fire affiliated rescue squads or groups can apply through May 28, 2010 by going to [www.info4u.us/afg2010gp.pdf](http://www.info4u.us/afg2010gp.pdf).