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**Acquiring Technology
A Pragmatic Open Approach
Stephen Macke
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- Stephen E Macke
 - Citadel Graduate 1973 (BS)
 - 28 plus years in the field of Communications Technologies
 - 11 years with Motorola Inc. (telephone market group)
 - Cellular networks, Microwave radio, paging systems
 - 3 years Larus Corp a silicon valley company
 - Optical network equipment, Network timing
 - 2 years ADC telecommunications
 - Network connectivity products, tower top amplifiers
 - 6 years Marconi communications
 - Wireless networks, Optical networks, System Integration
 - 6 years Advent Ltd
 - Technology consultant services
 - Georgia Tech Research Institute
 - Various tech start ups
 - Various governmental jurisdictions for Public Safety technology



Public Safety Projects

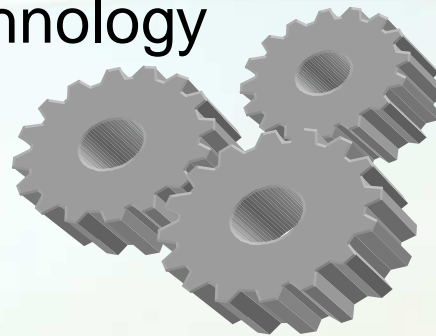
Completed Projects	Projects In Progress
UASI Atlanta  Command Network Simulcast Project 25 – 5 mil initial purchase	Newton County Ga  7 site Multicast voice and data 700 subscribers 4.5 mil
Christian County Ky  Came in after 1 st RFP response 3 site Multicast system voice 365 units Acquired additional 8 channels 950 K	Spalding County Ga  5 site Simulcast voice & data Project 25 960 subscribers – Upgrade to P25(2) 10.5 Mil
Tattnall County Ga  3 Site VHF Simulcast & Microwave Dispatch Consoles 400 K	SWRCC Tx  3 site Multicast voice Dispatch Consoles Acquired 15 UHF channels 600 units 1.5 mil
	NICC suburbs of Chicago Proposal Review



Public Safety Radio Project

Based on Industry Standards and Best Practices
(Project 25 Phase 1 or Phase 2) Coverage requirements and Audio Quality

Technology



Economic

Initial Purchase
Reoccurring Costs
Total Cost of Ownership

Political

Buy in by the Commissioners and Community Leaders
The stakeholders take a leadership role in the selection

**Three Qualifiers
when Selecting a
Solutions Provider**

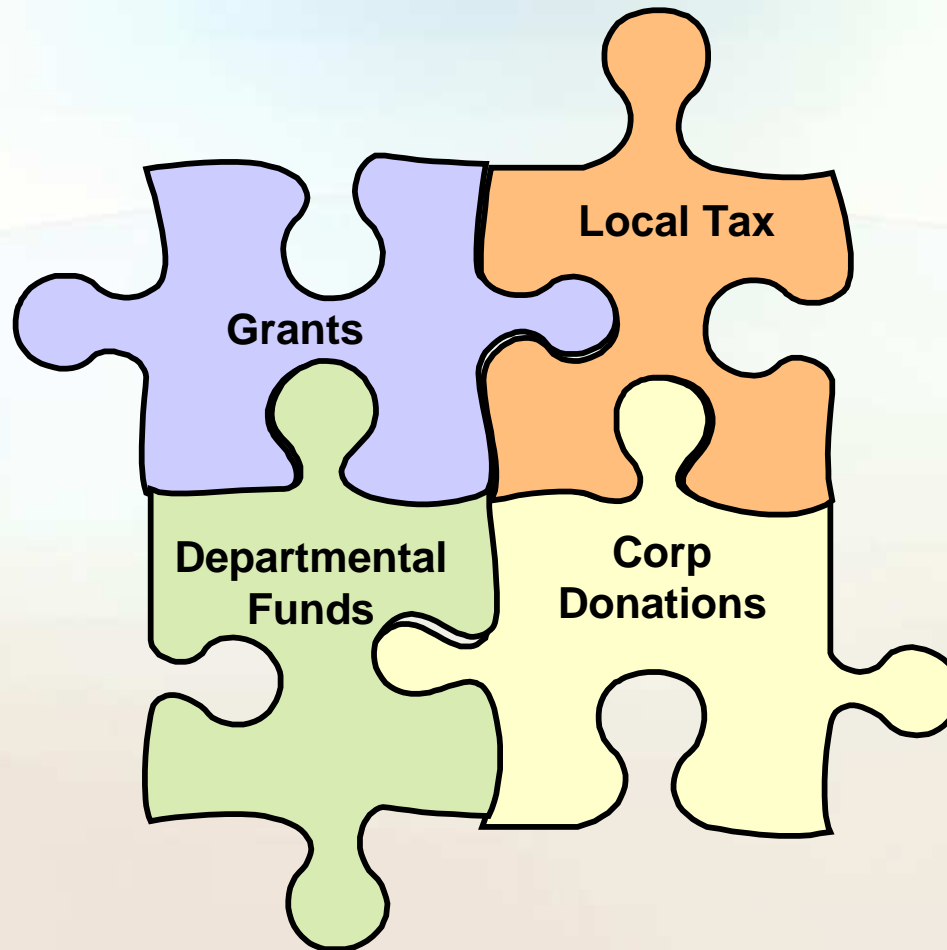
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Public Safety Radio Project

- Technical requirements based on a Needs Analyst
 - Meet with each Public Safety department in order to assess the needs of the user community.
 - Assess the current radio network
 - Identified a GAP that needs to be closed
- The life cycle of the network needs to be 20 plus years.
 - With minimal evolutionary upgrades
- The network needs to be capable delivering **High Quality Voice**.
 - Voice is Primary Interoperable Medium
 - Fire Department has a critical need for in building coverage (talk back from within buildings at DAQ of 3.0)
 - Law enforcement relies primarily of mobile coverage but needs in building coverage some of the time.
 - Medical has a critical need for in building coverage.
 - No clipping of voice transmissions

Public Safety Radio Project



- **Economic Resources**

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Public Safety Radio Project

- Request For Proposal
 - Based on a process that fosters competition by leveraging industry standards. (legal and technical)
 - User community requirements are detailed in attachments in order to create a project specific document.
 - Communications Agreement
 - Local tower structure including water towers
 - Critical Buildings
 - Radio needs assessment
 - Evaluation Criteria



Public Safety Radio Project

- The Responders
 - EADS (European Aeronautic & Defense Systems)
 - A systems Integrator with ISSI technology
 - EFJohnson
 - Project 25 (Phase 1)
 - Kenwood
 - Project 25 (Phase 1)
 - MPT1327 Project 16
 - M/a-Com
 - Project 25 (Phase 1 & 2 in 2009)
 - Open Sky (TDMA 2/4 slot solution)
 - Motorola
 - Project 25 (Phase 1 has said Phase 2 sometime in 2010)
 - Dynamic Dual Mode (TDMA 2 slot solution)
 - TAIT
 - Project 25 (Phase 1)
 - MPT1327 Project 16

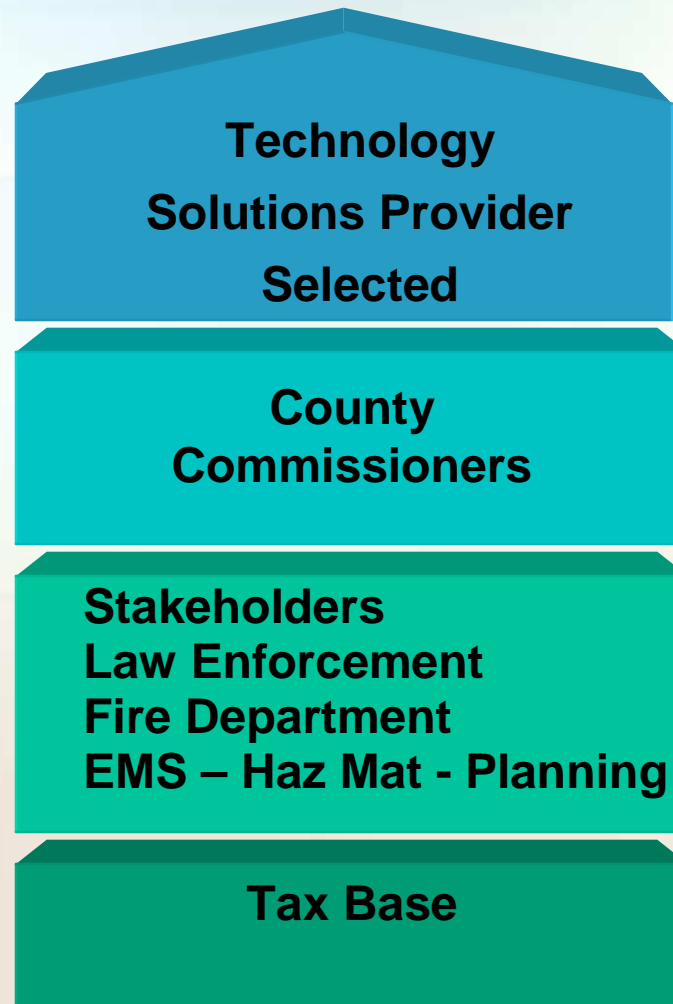


Public Safety Radio Project

- Desired Results
 - An acquisition of a robust Public Safety Grade that will serve the community for a least 20 years.
 - The network will meet explicit needs of the user community by documenting measurable requirements.
 - Enter into a balanced and functional relationship with a technology solutions provider.
 - Maximize capital expenditures.
 - Create an asset for the community at large that will play a key role in serving and protecting life and property.



Public Safety Radio Project





Public Safety Radio Project



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