



High Performance Networking Anywhere

Emergency Management Communications in Uncertain Times

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Emergency Response Extends Beyond Government Agencies

Emergency Management

First Response

On Scene In Minutes

Deployed For Hours

- Federal, State & Local Agencies
- Law Enforcement
- Emergency Medical Services
- Fire, Rescue & HAZMAT
- Utility Services

Relief Deployments

On Scene In Hours

Deployed For Weeks

- Commercial & Civilian Agencies
- Red Cross/Relief Shelters
- Mobile Insurance Claims Centers
- Grocery & Pharmacy Supplies
- Financial – ATM, Pay Checks
- Equipment, Fuel, Logistics



Communication Challenges in Emergency Management

Minimize Complexity → Focus On The Mission



Are Your Emergency Communications?

ReDITM

- **Redundant Connection**
 - “Hot Standby” link ready to take-over critical applications almost instantly
- **Diverse Path**
 - Separate route in-case primary link is physically severed or inoperable
- **Independent Infrastructure**
 - Ability to stay online even when common carrier services out of commission

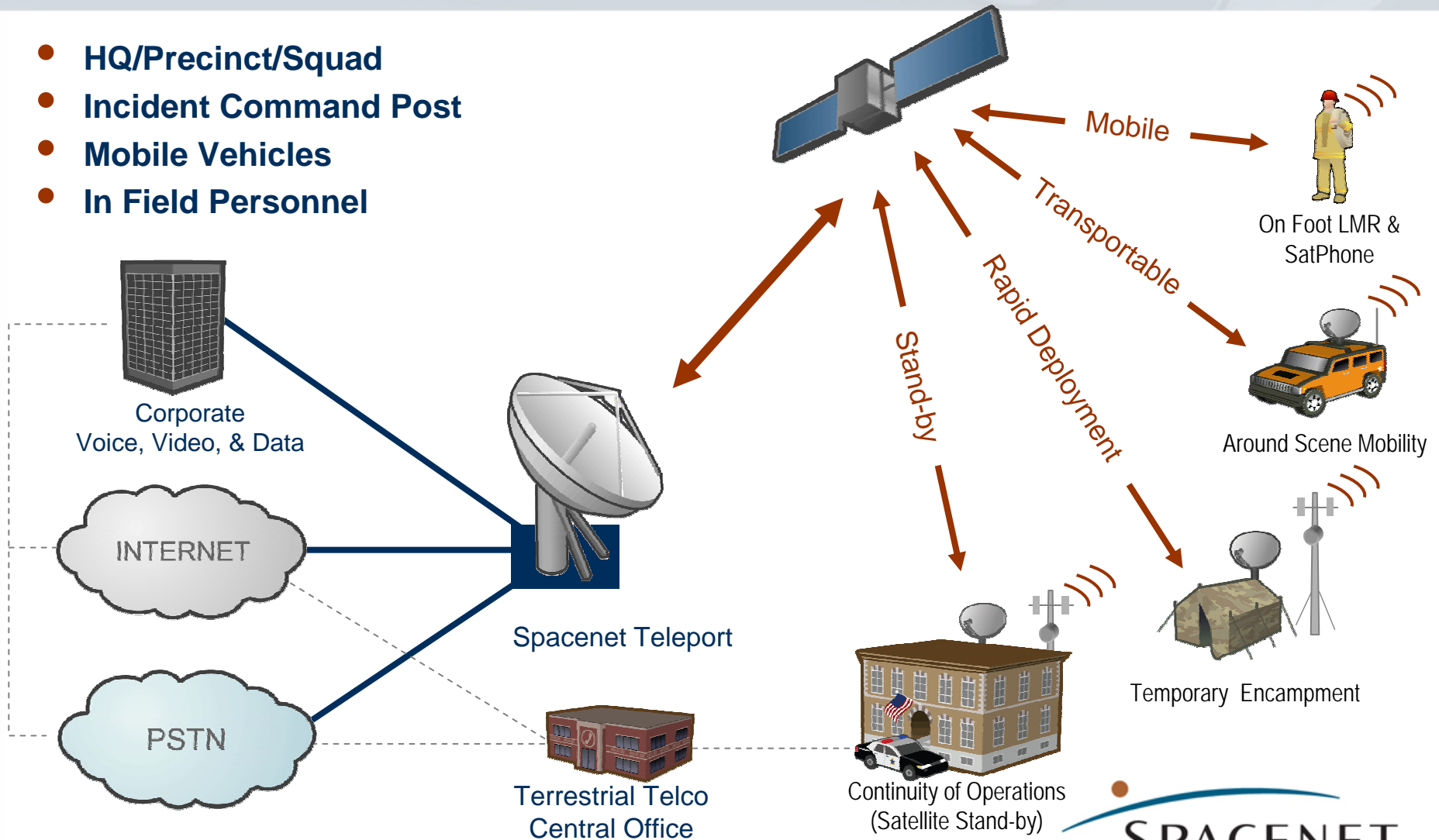
**Satellite is the Only Technology
That Can Meet All Three**



Emergency Communications

Integrated VSAT Satellite Solutions

- **HQ/Precinct/Squad**
- **Incident Command Post**
- **Mobile Vehicles**
- **In Field Personnel**



Solution is Much More Than Equipment

Success Requires Integrated Service

- **Application Considerations**

- # of users
- Voice lines
- Internet, secure data, two-way video
- Bandwidth
- Length of deployment



Cisco iComm System

- **Budget Considerations**

- On-scene equipment cost = \$50,000+
- Service charges = \$150 - \$2500+ MRC
- Full-time or Part-time Service Plans



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Case Study: Telemedicine

On-Demand Transportable Communications

● Customer Need

- Fleet of 16 vehicle mounted solutions
- Highly reliable voice & video conferencing
- On-demand access requirement
- Easy rapid deployment

● Solution

- Integrated into RV sized vehicle
- Connexstar Performance Series
- Part-time “5 Day” service plan
- Push button auto acquire antenna



CUSTOMER VALUE

- On-scene “live” medical treatment
- Go anywhere communications
- Pay only for bandwidth when needed



Case Study: Law Enforcement

Independent, Redundant & Diverse Network

● Customer Need

- Continuity of Operations
- Complete voice, video, & data support
- Support for HQ and 100+ sub-stations
- Integrated into existing IT infrastructure



● Solution

- Custom high security VSAT network
- Always-on “hot stand-by” solution
- Custom satellite network (TDMA & SCPC)
- Employs Cisco® Network Module

CUSTOMER VALUE

- Total network back-up solution
- Independent from terrestrial network
- Near 100% network availability



