

Inspire every child to



## Meeting of the Board of Education Park Ridge – Niles School District 64

Special Board Meeting Agenda  
Monday, June 11, 2018  
Jefferson School – Multipurpose Room  
8200 Greendale Avenue  
Niles, IL 60714

*On some occasions the order of business may be adjusted as the meetings progresses to accommodate Board members' schedules, the length of session, breaks and other needs.*

### TIME

### APPENDIX

- 5:30 p.m.      **Meeting of the Board Convenes**
- Roll Call
  - Introductions
  - Opening Remarks from President of the Board
- 5:30 p.m.      • **Board Recesses and Adjourns to Closed Session**
- The appointment, employment, compensation, discipline, performance, or dismissal of specific employees of the District or legal counsel for the District, including hearing testimony on a complaint lodged against an employee or against legal counsel for the District to determine its validity. However, a meeting to consider an increase in compensation to a specific employee of a public body that is subject to the Local government Wage Increase Transparency Act may not be closed and shall be open to the public and posted and held in accordance with this Act. [5 ILCS 120/2 (c)(1)] and Collective negotiating matters between the District and its employees or their representatives, or deliberations concerning salary schedules for one or more classes of employees [5 ILCS 120/2 (c)(2)];
- 6:15 p.m.      • **Board Adjourns from Closed Session and Resumes Special Board Meeting**
- **Pledge of Allegiance**
  - **Public Comments**
  - **Judith L. Snow Awards** A-1  
-- Superintendent and ELF Representatives
  - **Discussion on 2018-19 Administrative and Exempt Salaries** A-2  
-- Superintendent/Chief School Business Official

- **Approval of New District Radio System** A-3  
 -- Chief School Business Official Action Item 18-06-1
  
- **Recommendation and Approval of Personnel Report** A-4  
 -- Board President Action Item 18-06-2
  
- **Other Discussion and Items of Information** A-5  
 -- Superintendent  
     • Upcoming Agenda

7:00 p.m. • **Adjournment to Committee-of-the-Whole: Budget**

Next Meeting: **Thursday, June 14, 2018**  
 Special Board Meeting – 6:00 p.m.  
**Jefferson School-Multipurpose Room**  
 8200 Greendale Avenue  
 Niles, IL 60714

Next Regular Meeting: **Monday, June 25, 2018**  
 Public Hearing on Resolution to Authorize a Permanent Interfund Transfer-6:45 p.m.  
 Regular Board Meeting – 7:00 p.m.  
**Jefferson School-Multipurpose Room**  
 8200 Greendale Avenue  
 Niles, IL 60714

In accordance with the Americans with Disabilities Act (ADA), the Board of Education of Community Consolidated School District 64 Park Ridge-Niles will provide access to public meetings to persons with disabilities who request special accommodations. Any persons requiring special accommodations should contact the Director of Facility Management at (847) 318-4313 to arrange assistance or obtain information on accessibility. It is recommended that you contact the District, 3 business days prior to a school board meeting, so we can make every effort to accommodate you or provide for any special needs.



## Judith L. Snow Ethical Leadership Award 2018

All of the students chosen for this award are exemplary ethical leaders. Each student knows her core values and has the courage to live them in all parts of her life in service to the common good. Each student is a principled ethical leader who leads with integrity, selflessness, dependability, caring, and fairness.

These four students are all outstanding examples of ethical leaders in our middle schools. It is our great pleasure to present to the Board of Education these four students as the 2018 Judith L. Snow Ethical Leadership Award winners.

Respectfully yours,

Ellen Zywiciel, Chair

Kristen Quitno, Trustee

Judith L. Snow Ethical Leadership Award Committee

### **Emerson Middle School**

#### **Mia Lee**

Mia Lee stated in her essay: *“A leader should lead with integrity, selflessness, dependability, caring, and fairness. I strive to incorporate these values in my everyday life.”* Mia has exhibited ethical leadership within many areas of her daily life. She is described as her teacher’s “right hand” through assisting with various activities, such as chorus, Actor’s Studio, On Stage Club, and Emerson’s musicals. As an active member of the arts, Mia’s peers look up to her and her teachers depend on her to motivate others toward greatness. Mia contributes to her school and greater community as a Soaring Eagle, soccer and softball player, and Symphonic Band member. She “consistently inspires her peers to follow her lead” and her superior communication skills were highlighted in multiple ways. She is a kind leader, whether on the soccer field with

a positive attitude that bolsters the team, or as a morning announcer at Emerson. Mia is described as the complete package. She is the epitome of what it means to be kind, generous, respectful, and intelligent. As Mia stated in her thoughtful essay, *“When not participating in a big event, I smile because it can make someone’s day so much better.”* We at ELF are thrilled to be able to award the Judith L. Snow Ethical Leadership Award to Mia.

### **Diana Tuebo**

Diana Tuebo stated in her essay: *“I am a strong believer that we all have a responsibility to help others around us, and I’ve found that helping others not only benefits them but is a true benefit to oneself.”* Diana has proven to be an ethical leader in many ways. Her teachers described her maturity level as “the highest amongst her peers.” As a piano teacher for a young family, she was described as being patient, kind, and flexible. She gives back to her community by growing over 25 pounds of organic potatoes for the food pantry, acting as a volunteer teen reader for kindergarten through second grade students at the Park Ridge Library, as well as packing meals at Feed My Starving Children. Diana was chosen as one of just five students to lead a tour of Emerson for visiting judges of the “Horizon School to Watch” award. Diana is described as one of the kindest students in the school. Even with all the accolades from teachers and community members, Diana proved that personal growth and determination are keys to ethical leadership. As she stated: *“I find that it takes confidence and integrity to recognize when I’m in the wrong, but courage and leadership to stand up to others when I know what’s right.”* We at ELF are thrilled to award the Judith L. Snow Ethical Leadership Award to Diana Tuebo.

## **Lincoln Middle School**

### **Brianna Irizarry**

Brianna Irizarry stated in her essay: *“I believe the way to lead is to be an example for those who surround you with simple actions, including treating people just as you would like to be treated.”* Brianna has proven that she is an ethical leader in many ways as a student at Lincoln Middle School, as well as in the community. Brianna is described as having impressive consistency and as being focused on her listening skills, which are very important leadership skills. As a member of the Where Everyone Belongs (WEB) program at school, “she always has a warm smile and is eager to help.” Brianna is also described as modeling the behavior of an “exceptional student and a compassionate human being.” In Brianna’s thoughtful essay, she highlighted the fact that she encourages her classmates to stand up for themselves, and puts forth her best effort on any assessment or project. Brianna described, *“Believing that my actions can make a*

*difference has inspired me to always move toward the ultimate goal of advancing the common good for future generations to come.*" She has reached out to the community as a volunteer at Feed My Starving Children as well as Bernie's Book Bank. We at ELF are thrilled to award the Judith L. Snow Ethical Leadership Award to Brianna.

### **Leila Tannous**

Leila Tannous stated: *"While others mock, or tease for being different, I am glad that I am like no one else. I want to help people by encouraging inclusiveness, global appreciation and self awareness."* Leila is committed to ethical leadership at school, at home, and in the community. Her love for soccer stems from the knowledge that success comes through "balanced, unselfish" teamwork. As a member of her soccer team, she earns the respect of her teammates through hard work. In fact, her coach stated, "she can get hard on herself because she feels like she has not done enough." As a member of the violin section of the Lincoln Orchestra, as well as a 9-year piano player, Leila acknowledged that music can bring people together. Leila's commitment to excellence was best stated in her thoughtful essay when she wrote, *"I accept people for who they are. I try to spread this awareness by example and positivity, especially when some kids might not find it cool."* Being willing to do what is right when faced with peers who aren't as willing to do the same was highlighted as a quality of ethical leadership. Leila's open-mindedness, as well as her willingness to listen to others is admirable, and we at ELF are thrilled to award her with the Judith L. Snow Ethical Leadership Award.

To: Board of Education

From: Dr. Laurie Heinz, Superintendent

Date: June 11, 2018

Re: Discussion of Administrative and Exempt Compensation Increases  
Effective July 1, 2018

**Administrative**

As Superintendent, one of my goals is to help attract and retain high quality leaders that will help continually improve all aspects of District 64 and drive the work outlined within the Strategic Plan. It goes without saying that the work of the District gets accomplished through teachers in classrooms, but also by those that lead the District in varying capacities. Over the last four years, I am proud of the administrative team we have assembled both at the building and central office level. I feel strongly that our team of professionals works tirelessly to develop, lead and implement our rigorous *2020 Vision* Strategic Plan.

As I have said before, our goal is to make District 64 a *destination district* where teachers and administrators come to *stay*, leaving only for career advancement versus a more comprehensive and competitive financial package. Luann worked with her counterparts in our benchmark Districts to determine the average increases provided for administrative staff. On Monday, I will outline the proposed increases for both exempt and administrative staff for the 2018-19 (effective July 1, 2018) school year.

Since we have been working diligently to ensure competitive salaries over the last four years, I am proposing a new and more streamlined way to provide salary increases to job classifications outlined below.

**Exempt**

Exempt staff salary increases will be based on the average raises of either the PRATA or PREA employees, and are divided into three groups as I described below.

**Description of Job Classification and Key Tasks - Personnel within Group A**

District 64 employs a building technologist at every school to provide technical support to all students and staff. The building technologist deals with the day-to-day technology issues that arise, so that students and staff can seamlessly access and use multiple devices throughout the school day. Additionally, the building technologists provide the technical support for all school-wide events that the District hosts throughout the school year. This includes set-up for

assemblies, District workshops, and even PTO events. These individuals must have an advanced skill set that allows them to be able to readily troubleshoot a wide range of technology issues.

### **Description of Job Classification and Key Tasks - Personnel within Group B**

District 64 employs 4.5 Occupational Therapists (OT) and 1.5 Physical Therapists (PT). All of these positions can only obtain their professional licensure with a graduate degree for the OT and PT in their respective fields and must maintain both medical and educational licensure on an ongoing basis. They work in all of the schools and provide highly specialized consultative and direct contact services to students. These services are explicitly identified in IEP paperwork for students with disabilities. The occupational therapists serve a total of approximately 160 students. Their roles can be smaller, such as providing consultation for sensory strategies and movement breaks for students with ADHD. Their roles can be larger and more complex for the students who attend our schools with significant movement/motor impairments. These are services that are mandated by ISBE and thus we must provide to students who qualify.

School districts typically provide OT/PT support to students in one of three different models. The first and often preferred model is for a district to hire their own OT/PT staff, as it allows greater flexibility of services support for both the students and staff. A second option is for a district to be a member of a special education cooperative and receive services through that special education entity. The third and most costly method is for a district to contract out individual OT/PT hires through a private company, which often costs upwards of \$100,000 per hire. Over the past two years, District 64 has struggled to hire a part-time OT, with many candidates rejecting job offers due to the salary.

As we shared last year, when polling local districts, some of the OT/PT's are in a union and follow the teacher salary schedule. In other districts, such as Arlington Heights District 25, Deerfield District 109 and Schaumburg District 54, the OT/PT's are not in the union, but the district ties their rate increases and yearly salary to the teacher's salary schedule. For background knowledge, the raises that the OT/PT's have received have been lower than the teacher assistants' and teachers' yearly raises (base and step raise) over this same period of time. We do not believe this practice should continue for reasons stated above.

Group B also includes our registered nurses (RN) and other key exempt employees that perform functions within the District that require highly skilled individuals, typically ones that hold a bachelor's degree. Additionally, they directly support senior leaders within the District.

### **Description of Job Classification and Key Tasks - Personnel within Group C**

All of the individuals in this group support and/or provide administrative services to District 64. Most of the individuals have both advanced degrees and years of experience in their specific

field that allows them to make administrative level decisions and work within a quasi administrative capacity.

### **2018-19 Exempt Salary Increase Recommendations**

#### **Group A**

Group A increases will track that of the PRTAA at *3.09% for the 2018-19 school year*. Group A increases total \$8,691 with FY19 budget.

#### **Group B**

Group B increases will track that of the PREA at *3.47% for the 2018-19 school year*. Group B increases total \$35,675 with FY19 budget.

#### **Group C**

Group C increases will track with an average of PRTAA and PREA at *3.28% for the 2018-19 school year*. Group C increases total \$17,385 with FY19 budget.



To: Board of Education  
Dr. Laurie Heinz, Superintendent  
From: Luann Kolstad, Chief School Business Official  
Ron DeGeorge, Director of Facility Management  
Date: June 11, 2018  
Re: Approval of New District Radio System

At the April 23, 2018 Board of Education meeting administration reviewed with the Board the immediate need for a new radio system within the District. For the Board's reference, the April 23, 2018 Board Report is attached (Attachment 1). At that time, the Board asked administration to obtain two more quotes for the system.

In addition to the Bearcom quote which has been revised down to \$131,515 from \$140K (Attachment 2), the administration received quotes from Miner Electronics Corporation (Attachment 3) and Chicago Communications (Attachment 4). Although the Chicago Communications quote was less in price than Bearcom they did not include all needed equipment. The necessary networking equipment to hook the system up to our network is not included in their quote. Their quote reflects a conventional repeater radio system. The Bearcom warranty on the radios is for three years, Chicago Communications is for two years. The Chicago Communications quote does contain a disclaimer that *no electric, coring, housings, cabinets and networking are included*. All of these items are included in both the Bearcom and Miner quotes.

In terms of the Miner Electronics Corporation quote, their system has accounted for all required infrastructure needed much like the Bearcom system, however, their quote is approximately \$9K more than the Bearcom system. Miner is also located in Munster Indiana which could pose a problem if the District requires emergency service. Bearcom is located within twelve miles of the District.

Based on this information, the administration is recommending that the Board move forward with approving the quote from Bearcom. This project's funding will be moved from the 2017-18 Budget into the 2018-19 Budget since payment will not occur until after July 1, 2018. Approval at this meeting will allow the District to have the system in place by the time school starts in August. Training can then take place with the staff on the new system.

ACTION ITEM 18-06-1

I move that the Board of Education of Community Consolidated School District 64, Park Ridge – Niles, Illinois, approve the recommended quote from Bearcom in the amount of \$131,515.

The votes were cast as follows:

Moved by \_\_\_\_\_ Seconded by \_\_\_\_\_

AYES:

NAYS:

PRESENT:

ABSENT

6/11/18

To: Board of Education  
Dr. Laurie Heinz, Superintendent

From: Luann Kolstad, Chief School Business Official  
Ron DeGeorge, Director of Facility Management

Date: April 23, 2018

Re: Discussion of New District Radio System

### **Background**

The August 2013 Risk Assessment conducted by RETA Security recommended that the District adopt a radio communication system. At the time of the study, the staff was relying on the use of their own personal cellular telephones to communicate within the buildings. In response to the study, the administration at the time purchased inexpensive, two-way radio walkie talkies for each school. The radios are used for the day-to-day operation of the school. Although the two-way radios were an improvement, they did not satisfy the requirements for a Wide Area Network (WAN), which allows radio communication between buildings and the ability to talk to all radios at the same time.

### **Recommendation**

The administration worked with consultant BearCom to analyze our needs across the District. The recommendation is to install both Local Area Networks (LAN) within each building and a WAN that will allow communication with the LAN in each building and the other individuals on the WAN. During emergency situations, cell phone usage becomes problematic especially during times of high volume on the cellular networks and/or when it is necessary to talk to multiple individuals at the same time. Cellular networks can go down or become jammed when there is too much communication traffic trying to access the network simultaneously. Electricity also might not be available in our schools, removing the ability to use the Voice Over Internet Protocol (VOIP) phone system and the internet. Using a radio system provides the redundancy needed within schools to provide a practical communication system for day-to-day usage as well as a dependable system during times of emergency.

The proposed radio system (Attachment 1) includes 125 LAN radios to be divided between buildings and 50 WAN radios to be distributed to the appropriate individuals in the District. A coverage test was done in September 2017 to see how well the WAN radios worked between buildings. It was determined that three repeaters/antennas will be required to achieve the needed level of communication among our buildings. These repeaters will be installed at Franklin, Lincoln and Field schools. The antennas to be installed are stick antennas no taller than 6 feet; they will be placed on the roof of the schools with the repeaters. The radios work off a UHF frequency that requires FCC licenses. The FCC will issue frequencies unique to our network, which will provide secure communication between the radios.

Both our local fire and police departments have highly recommended that the District implement a redundant radio system for use during emergency situations. The District will investigate with the two fire and police departments whether a patch can be added between our new radio system and their

system, which would allow radio communication between the District and First Responders on a designated channel.

**Next Steps**

It is administration's intention to bring forward an action item to purchase the equipment described above at the May 21, 2018 regular meeting, so that the new system can be in place and training completed in time for the start of the 2018-19 school year. The estimated cost of the system as described is \$140K, and would be budgeted in the Operations & Maintenance Fund for the 2018-19 fiscal year.



## PARK RIDGE NILES SCHOOL DISTRICT #64

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Prepared By: Jody DuFort

On: 04/17/18



CHICAGO  
650 W GRAND AVE STE 313  
ELMHURST IL 60126-1026

04/17/18

RON DEGEORGE  
CONSOLIDATED COMMUNITY #64  
164 S PROSPECT AVE  
VENDOR NO: BEARCOM 000  
PARK RIDGE IL 60068-4035

Subject: PARK RIDGE NILES SCHOOL DISTRICT #64

To: RON DEGEORGE

Thank you in advance for allowing BearCom to submit the following proposal for your consideration.

Please be advised that BearCom has the technical competency, financial stability, and industry experience that enable us to meet and exceed your needs. Our engineering, project management, and sales teams have collaborated to provide you with a solution that we think is the best fit for your application.

If after reviewing this proposal you should have any questions, please feel free to contact me at the phone number or e-mail address listed below.

We welcome the opportunity to serve you.

Sincerely,

Jody DuFort  
Account Executive  
BearCom



# Recommendation

04/17/18 12:01:01 Page - 1

Quote Date: 09/22/17 Branch 20202

Quote Number: 295781

Customer/Prospect Number 713813

PARK RIDGE SCHOOL DISTRICT  
CONSOLIDATED COMMUNITY #64  
164 S PROSPECT AVE  
VENDOR NO: BEARCOM 000  
PARK RIDGE IL 60068-4035

Customer Contact: RON DEGEORGE Email: rdegeorge@d64.org  
Phone Number: 847 318-4313 Delivery Instr:

Quantity	Part Number	Unit Price	Extended Price
1	TWO SITE LCP RADIO SYSTEM LINK CAP PLUS SYSTEM ESTIMATE	56,750.00	56,750.00
40	MOT XPR3500E MOT XPR3500E UHF 4W 128C REFRESH	462.00	18,480.00
40	LCP ENTITLEMENT MOT MOTOTRBO CAP+ MULTI SITE	60.00	2,400.00
165	MOT SL300 MOT SL300 UHF 403-470 MHZ 2-3W WITH DISPLAY 99CH	295.00	48,675.00
25	SPARE BATTERY 3500E MOT BATTERY IMPRES LIION OPTIONAL	70.00	1,750.00
60	SPARE BATTERY SL300 2300 MAH LIION BATTERY OPTIONAL	32.00	1,920.00
20	MULTI CHARGER MOT CHR STD MUC-SL300 OPTIONAL	200.00	4,000.00
1	INSTALLATION EST INSTALLATION SERVICES ESTIMATE	5,300.00	5,300.00
1	FCC LICENSE 2 REPEATER PAIRS AND 10 SIMPLEX FREQ	900.00	900.00

**Protect your investment now! Purchase an affordable BearCom Extended Warranty!**

Quote valid until 01/31/18 Confidential and Proprietary

Sub Total 140,175.00

Shipping and Handling TBD

Tax TBD

Total 140,175.00

X \_\_\_\_\_  
Customer Signature

Check with your Bearcom executive for current Motorola financing promotions through LCA

12 Months 12,175.60

24 Months 6,377.96

36 Months 4,380.47

48 Months 3,407.65

60 Months 2,835.74

Click on the Link to APPLY NOW: <http://mylease.leasecorp.com/bearcom>

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Jody DuFort  
Account Executive  
[Jody.DuFort@BearCom.com](mailto:Jody.DuFort@BearCom.com)

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CHICAGO Branch Office: 800-900-2327  
FAX: 312-226-9998

**More details on the following page.**



## Infrastructure Service Agreement:

1,920.00	Year 1	250.00 /mos Bronze	300.00 /mos Silver	325.00 /mos Gold	Optional Service
	Year 2	500.00 /mos Bronze	600.00 /mos Silver	650.00 /mos Gold	

\*Service availability, terms and conditions apply. See your BearCom account executive for details.

### How We Are Different

BearCom's Professional Service Group manages the largest independent wireless equipment service/repair depot in America. Our team provides radio repair, field service, engineering, project management, systems integration, and customer service. We offer CSC service locations (USMSS), service level agreements, and first through third-level support with dispatch.

### Service Level Agreements

An easy repair or quick service call could become costly without the proper service agreement. BearCom offers simple, cost-effective plans that could save you thousands of dollars in future repairs or service. We will customize a service agreement based on your specific needs. The three levels of support are:

- **Bronze:** Monday through Friday support with on-demand pickup of mobile and portable radio products, on-site troubleshooting and repair of infrastructure-related communications equipment, and quarterly preventative maintenance schedule.

Severity Level	Description	Phone Response Time	On Site
1	Mon-Fri, 8:00 a.m.-5:00 p.m. response to catastrophic failures that detrimentally impede operations or jeopardize safety of personnel	4 hours	Same day (after-hours T&M rates will be charged for work performed after service hours)
2	Mon-Fri, 8:00 a.m.-5:00 p.m. response to failures that degrade business operations but do not impact safety of personnel	4 hours (calls taken after 2:00 p.m. will be addressed by 8:00 a.m. next business day)	Same day (for work performed during business hours; if not, will be addressed next business day)
3	Mon-Fri, 8:00 a.m.-5:00 p.m. response to degraded communications that do not significantly impact business operations or safety of personnel	4 hours (calls taken after 2:00 p.m. will be addressed by 8:00 a.m. next business day)	Next business day

- **Silver:** Monday through Sunday support with weekly scheduled pickup and delivery of mobile and portable radio products, on-site troubleshooting and repair of infrastructure-related communications equipment, and quarterly preventative maintenance schedule.

Severity Level	Description	Phone Response Time	On Site
1	Mon-Fri, 8:00 a.m.-5:00 p.m. response to catastrophic failures that detrimentally impede operations or jeopardize safety of personnel	2 hours	4 hours (after-hours T&M rates will be charged for work performed after service hours)
2	Mon-Fri, 8:00 a.m.-5:00 p.m. response to failures that degrade business operations but do not impact safety of personnel	4 hours (calls taken after 2:00 p.m. will be addressed by 8:00 a.m. next business day)	Same day (for work performed during business hours; if not, will be addressed next business day)
3	Mon-Fri, 8:00 a.m.-5:00 p.m. response to degraded communications that do not significantly impact business operations or safety of personnel	4 hours (calls taken after 2:00 p.m. will be addressed by 8:00 a.m. next business day)	Next business day

- **Gold:** Monday through Sunday, 24-hour support with weekly scheduled half-day on-site technician providing real-time repair on minor accessory repairs, on-demand and on-site troubleshooting and repair of infrastructure-related communications equipment, and quarterly preventative maintenance schedule. Board-level failures will be picked up and delivered to the closest BearCom branch in the city supporting our customer.

Severity Level	Description	Phone Response Time	On Site
1	7x24 response to catastrophic failures that detrimentally impede operations or jeopardize safety of personnel	2 hours	4 hours
2	Mon-Fri, 8:00 a.m.-5:00 p.m. response to failures that degrade business operations but do not impact safety of personnel	2 hours (calls taken after 3:00 p.m. will be addressed by 8:00 a.m. next business day)	4 hours (for work performed during business hours; if not, will be addressed next business day)
3	Mon-Fri, 8:00 a.m.-5:00 p.m. response to degraded communications that do not significantly impact business operations or safety of personnel	4 hours (calls taken after 2:00 p.m. will be addressed by 8:00 a.m. next business day)	Next business day



## BearCom Profile

### Overview

BearCom provides a diverse line of high-performance wireless communications products, services, and complete mobility solutions. Our partners include major manufacturers and industry innovators such as Motorola Solutions, Vertex Standard, Icom America, Sony, Panasonic, Firetide, BridgeWave, and more.

BearCom sells, rents, and services two-way radios, push-to-talk phones, mobile broadband cards, radio interoperability systems, IP video surveillance cameras, mesh broadband networks, point-to-point bridges, remote call boxes, WLAN systems, and mobile command centers. Thousands of customers around the world depend on BearCom to keep them connected... everywhere, all the time.

Founded in 1981, BearCom is America's only nationwide wireless dealer and integrator. BearCom serves customers from 26 branch offices located throughout the U.S., employs approximately 400 people, and is headquartered in the Dallas, Texas area. For more information, visit [www.BearCom.com](http://www.BearCom.com).

### BearCom at a Glance

- Approximately 400 employees
- 100+ technical staff
- 30 branches
- 20 service locations
- National field service
- Depot facility
- 72-hour turnaround
- < 1.5% total warranty rate
- Customer service escalation process
- Four-man team to supplement branch support of installation projects
- 24/7 support

### Ownership

#### Position:

CEO  
President  
Executive Vice President  
Chief Financial Officer  
VP of Operations  
VP of Sales  
Director of Technical Support

#### Individual

Jerry Denham  
Mark Kroh  
Brent Bisnar  
Jerry Noonan  
Ken Nixon  
Nader Mortazavi  
Ian Torok



## **Qualifications**

BearCom is the nation's largest dealer and integrator of Motorola, Vertex Standard and Icom two-way radio equipment. In addition, we are a major dealer of Sony video surveillance cameras. With 26 U.S. locations, BearCom is the world leader in the distribution and installation of wireless communications equipment and solutions. We have the necessary resources to manage all of your wireless needs.

Motorola has selected BearCom as the recipient of its Pinnacle of Customer Excellence Award in 2006 and 2008. One of Motorola's most prestigious honors, the award is given to only one channel partner each year. In 2008, BearCom was one of more than 850 Motorola dealers across the nation that were eligible for the award. The winner is the partner that best demonstrates its dedication to going above and beyond the expectations of customer advocacy and applying the best customer processes and practices in the industry.

BearCom offers our customers a variety of options including two-way radios, push-to-talk phones, mobile broadband cards, video surveillance cameras, and mesh networks. BearCom offers monthly, weekly, and even daily rates for rentals, as well as 24/7 customer service, staffing, and technical support. Our dedicated professionals are also available to ensure your rental application is set up and fully supported for optimal performance.

## **Experience**

BearCom's consultants and engineers have the expertise and knowledge to develop and support your communications systems. For example, we have extensive experience with wireless surveillance solutions. Recently, BearCom teamed with the City of Dallas to deploy a custom-tailored wireless mesh network surveillance system, consisting of more than 100 cameras. The initial project has since expanded to several locations throughout Dallas, such as Jubilee Park, the Sanitation Landfill, and most recently, Klyde Warren Park.

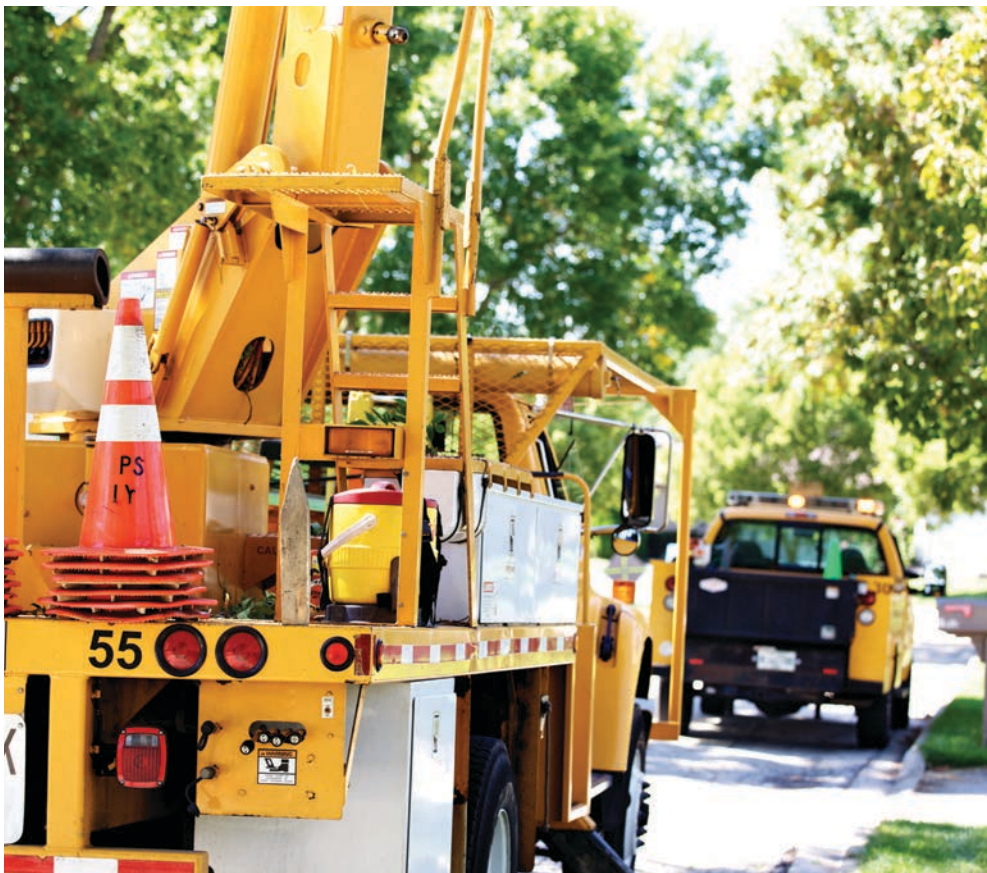
Our previous notable radio equipment installations include Home Depot Arena, Staples Center, and American Airlines Center, along with many hospital radios and paging systems. Other large systems include Dallas ISD (a two-site repeater system with 10 voted receiver sites and two dispatch console positions), Target (14 four-channel trunked radio distribution center systems), Tosco/Dow chemical plants, and several 10-channel SmarTrunk repeater systems for the AOL building in Manhattan. Additional projects include Hilton Hotels and the Wyndham Resort in San Juan, Puerto Rico. Recently, BearCom deployed a P25 radio system for the Veterans Administration, VISN 16, which involves 39 digital narrowband repeaters, along with 12 paging transmitters, a terminal configured with 23 police dispatch consoles, and 46 desktop remotes networked across eight cities. Additionally, we conducted VISN 21 VHF narrowband paging system upgrades at seven sites.

# MOTOTRBO™



# LINKED CAPACITY PLUS ENTRY-LEVEL MULTI-SITE TRUNKING

CONNECT MORE PEOPLE, IN MORE LOCATIONS, FOR LESS



# GET ALL THE BASICS TO LINK YOUR WORKFORCE TOGETHER BETTER



Your teams are on the move – making deliveries, repairing roads, responding to power outages and transporting students. You need to keep in touch with them, easily and affordably, wherever they travel and with MOTOTRBO™ Linked Capacity Plus multi-site digital trunking, you can.

Do you want to communicate to a large field force across a wide area with a scalable, easy to use system? Then Linked Capacity Plus is your cost effective solution. Linked Capacity Plus provides the essential features your business needs – such as integrated voice and data communication in a single site or across a wide area, without the use of a separate network controller.

Whether crews need to talk to each other in the field or back at the office or they need to use data applications such as text messaging, location tracking or work order tickets, Linked Capacity Plus makes their work safer and their work day more productive.

## WIDE AREA COVERAGE STAY IN TOUCH WHEREVER THEY TRAVEL

Connect with employees throughout their shifts, anywhere in the field. Linked Capacity Plus makes it possible to communicate across a wide area by linking up to five sites via an IP network. The result is continuous, reliable coverage.

If you're a large busing company, for example, you can communicate with drivers, no matter how scattered the sites. Use text messaging to notify drivers and staff of a schedule change, location tracking to pinpoint buses, and automatic site roaming for personnel so they don't have to change channels while on the move.

## HIGH CAPACITY REACH MORE PEOPLE, MORE PRODUCTIVELY

Scalable to meet your communication needs, Linked Capacity Plus expands coverage to more of your workers, wherever they work, with the push of a button. Now you get the benefits of digital communication for up to 1200 users (12 voice paths) per site across 3 sites or up to 600 users per site (6 voice paths) across 15 sites<sup>1</sup>— ideal for utilities, public works departments, transportation companies, school districts and resorts.

If you're a utility company, for example, you can use the talk paths for voice and an additional 6 dedicated data paths per site for rapid information sharing. Use location tracking to pinpoint vehicles or work order tickets to schedule personnel or confirm a job has been completed. You reach more employees instantly and conveniently so they can work more safely and productively.

## INCREASE EFFICIENCY WITH SMARTER APPLICATIONS

With Linked Capacity Plus, managing your mobile workforce has never been easier or more efficient. Now employees can access real-time information with integrated data applications designed for business. Like text messaging to share information when voice communication is inconvenient or distracting. Integrated GPS tracking<sup>2</sup> and dispatch to quickly locate and direct mobile work crews. And digital telephone patch to communicate seamlessly between radios and landline or mobile phones.

## IMPROVE SAFETY THROUGHOUT THE WORKPLACE

When it comes to creating a safer work environment, Linked Capacity Plus has you covered. Features such as transmit interrupt prioritize important communication exactly when it's needed and emergency alerts enable workers to send notifications to a central location. Enhanced privacy ensures information-sharing is discreet and seamless roaming keeps them focused on the task without having to adjust their radio as they travel throughout the coverage area.

Business-critical data applications strengthen worker safety, too. Whether you're a courier service using GPS location tracking to pinpoint a disabled delivery truck and send assistance or a utility company using man-down<sup>2</sup> to call for help when an injured employee can't, Linked Capacity Plus is on the job wherever they are.

## EASY WAYS TO MIGRATE AT YOUR OWN PACE

MOTOTRBO radios are so flexible, they can be configured to operate on your existing LTR® or PassPort®<sup>2</sup> analog trunking system<sup>2</sup>. Then when you are ready to migrate to digital trunking, all it takes is a simple software upgrade.

You can move on your own terms – one talk group or department at a time – and spread out the cost of new equipment as your budget allows. And as capacity and coverage needs change, you can migrate to different MOTOTRBO systems:

- **Capacity Plus users** – do you need greater coverage because you have expanded to a larger facility or wish to cover a wide area? It's easy to migrate to Linked Capacity Plus.
- **IP Site Connect users** – do you need increased capacity because of an expanding work force? Then Linked Capacity Plus is the ideal solution.
- **Linked Capacity Plus users** – do you seek even greater capacity and coverage or enhanced features, such as priority and call queuing? We make it simple to migrate to Connect Plus.






Whether you want to reach small teams or a large field force, in scattered sites or a single one, across the county or around the country, look to MOTOTRBO for the best system to fit your evolving business needs.





## MOTOROLA'S APPLICATION DEVELOPER PROGRAM: MADE FOR MOBILITY

Powerful and flexible, MOTOTRBO is a business-critical communication tool that adapts to your workforce, customers and operations.

With the industry's largest Application Developer Program, MOTOTRBO offers a wide array of data applications to expand communication beyond voice. Work directly with third-party developers or your own IT staff to create customized applications designed for your unique needs.

### DATA APPS THAT DRIVE BUSINESS

-  **Work order tickets** for faster customer response
-  **Dispatch consoles** for centralized communication
-  **Email gateways** to connect to email from your radio
-  **Network monitoring** to maximize system utilization
-  **Man-down applications** so radios call for help when workers can't

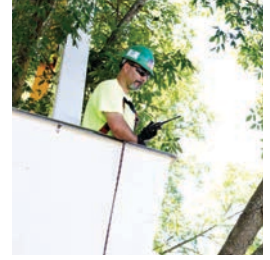
-  **Telephony** for communication between radios and landline or mobile phones
-  **Text messaging** for quick and discreet communication
-  **Integrated GPS** to see vehicles and personnel at a glance
-  **Integrated Bluetooth®** for sharing data wirelessly and instantly between devices

# MOTOTRBO PROFESSIONAL DIGITAL TWO-WAY RADIO SYSTEM

You get enhanced features, increased capacity, an incredible array of integrated data applications, exceptional voice quality and extended battery performance when you move to MOTOTRBO.

MOTOTRBO is a comprehensive communication solution of portable and mobile radios, repeaters, accessories, applications and services so you can tailor the system to your workplace and your workers perfectly.

- Static and noise are rejected to make voice communication remarkably clear
- Integrated text messaging, Bluetooth® and GPS raise your communication to a new level<sup>2</sup>
- Count on greater reliability with 40% longer battery life than analog radios
- TDMA digital technology delivers twice the calling capacity of analog radios for the price of one frequency license
- Infrastructure costs are half of FDMA-based digital systems because a second call doesn't need a second repeater
- Benefit from business-critical features such as transmit interrupt to prioritize communication exactly when you need it
- Intrinsically safe options enable use where flammable gas, vapors or combustible dust may be present
- Meets demanding IP57<sup>2</sup> specifications for submersibility in water as well as U.S. Military and Motorola standards for durability and reliability
- Provides easy migration from analog to digital because it can operate in both modes<sup>2</sup>
- Longer talk time and clearer audio are possible because of Motorola's leading-edge IMPRES™ technology in batteries, chargers and audio accessories
- Complement your MOTOTRBO radio with a complete portfolio of Motorola Original® audio, battery, charging, carrying and mounting accessories
- Fully backed by a two-year warranty plus one-year Repair Service Advantage (US only) / Extended Warranty (Canada only)<sup>2</sup>



<sup>1</sup> Maximum number of users will be determined by specific system configuration

<sup>2</sup> Optional feature available on select MOTOTRBO models, may require third party software application

For more information on how to get connect more people in more locations for less, visit [motorolasolutions.com/mototrbo](http://motorolasolutions.com/mototrbo)

**MOTOTRBO**  
DIGITAL  
REMASTERED.

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# MOTOTRBO™ SL300 PORTABLE RADIO

## PORTABILITY AND SIMPLICITY REDEFINED



The MOTOTRBO™ SL300 provides reliable push-to-talk communication for the mobile, everyday user in an ultra-slim and rugged profile. Whether you're coordinating a school event or working in the field, the SL300 is boldly designed to keep you efficiently connected.

The latest technology works to make operation of the SL300 simple and straightforward. Ergonomic design allows one-handed radio operation, and a versatile accessory portfolio gives you the freedom to focus on the job at hand.

The SL300 is compatible with the MOTOTRBO features you'll find are business-essential, for example a transmission can be interrupted to prioritize critical communications. Additionally, the SL300 utilizes digital and analog radio technology concurrently to fit seamlessly into your existing communication system.

### ULTRA-SLIM PROFILE

Measuring under an inch thick, the SL300 is ultra-portable. A stubby antenna, curved edges and rugged frame make the SL300 the perfect work partner. It can be easily carried in pockets and purses without snagging or bulging.

### SIMPLE OPERATION

The SL300 has been designed for easy, intuitive use. The side volume control, dedicated power button, prominent push-to-talk button, and top toggle channel switch have all been designed for quick one-hand access. Channel "fast toggle" allows users to scroll through 10 channels at a time.

### ADVANCED TECHNOLOGY

The SL300 is outfitted with the latest technology for performance and ease of use. The shatterproof Active View display uses a matrix of LEDs behind the radio housing to communicate radio information and shuts off when not in use to conserve battery life. The SL300 features Range Max technology: an advanced radio design and patented antenna which delivers enhanced range while maintaining a slim profile and long battery life.

### RUGGED AND RELIABLE

The SL300 is built to last. IP54 rated for dust and water resistance, it can be used even in harsh environments. This radio can survive many drops and tumbles. It has also been proven tough in Motorola's grueling Accelerated Life Test, where the radio is tested against a simulated 5 years of hard service before it is accepted.



**DATA SHEET**  
SL300 PORTABLE RADIO

**GENERAL SPECIFICATIONS**

	VHF		UHF BAND 1	
	PLAIN	DISPLAY	PLAIN	DISPLAY
Channel Capacity	2	99	2	99
Typical RF Output				
Low Power Output	with Range Max technology			
High Power Output				
	Analog		3W	
	Digital			
Frequency	136-174 MHz		403-470 MHz	
Dimensions (H x W x L)	4.95 X 2.17 x 0.87 in (125.7 X 55.0 X 22.0 mm)			
Weight with Battery	5.96 oz (168.9 g)		5.84 oz (165.6 g)	
Power Supply	3.7V (Nominal)			
Battery Life <sup>1</sup> [Li-Ion (2300mAh) Battery]				
Analog (hours)	12.5	11.8	12.5	11.8
Digital (hours)	15	14	15	14
FCC Description	AZ489FT3835		AZ489FT4922	
IC Description	109U-89FT3835		109U-89FT4922	

**RECEIVER**

	VHF	UHF BAND 1
Frequency	136-174 MHz	403-470 MHz
Channel Spacing	12.5 kHz / 25 kHz <sup>2</sup>	
Frequency Stability (-30°C, +60°C, +25°C Ref)	± 1.5 ppm	
Analog Sensitivity (12 dB SINAD)	0.3 uV 0.22 uV (typical)	
Digital Sensitivity (5% BER)	0.25 uV 0.19 uV (typical)	
Intermodulation (TIA603D)	70dB	
Adjacent Channel Selectivity (TIA603D)	45 dB @ 12.5 kHz 70 dB @ 25 kHz <sup>2</sup>	
Spurious Rejection (TIA603D)	70 dB	
Rated Audio	0.5 W (Internal)	
Audio Distortion @ Rated Audio	5% (3% typical)	
Hum and Noise	-40 dB @ 12.5 kHz -45 dB @ 25 kHz <sup>2</sup>	
Audio Response	TIA603D	
Conducted Spurious Emissions (TIA603D)	-57 dBm	

<sup>1</sup> Average battery life at 5/5/90 duty cycle, transmitter in high power. Actual battery runtime observed may vary.

<sup>2</sup> 25 kHz is not available in the U.S.

Specifications subject to change without notice. All specifications shown are typical.



**DATA SHEET**  
SL300 PORTABLE RADIO

**TRANSMITTER**

	VHF	UHF BAND 1
Frequency	136-174 MHz	403-470 MHz
Channel Spacing	12.5 kHz / 25 kHz <sup>1</sup>	
Frequency Stability (-30°C, +60°C, +25°C Ref)	± 1.5 ppm	
Low Power Output	1W	
High Power Output	2W	
	3W	
Modulation Limiting	± 2.5 kHz @ 12.5 kHz ± 5.0 kHz @ 25 kHz <sup>1</sup>	
FM Hum and Noise	-40 dB @ 12.5 kHz -45 dB @ 25 kHz <sup>1</sup>	
Conducted / Radiated Emission	-36 dBm < 1 GHz -30 dBm > 1 GHz	
Adjacent Channel Power	60 dB @ 12.5 kHz 70 dB @ 25 kHz <sup>1</sup>	
Audio Response	TIA603D	
Audio Distortion	3% (typical)	
4FSK Digital Modulation	12.5kHz Data: 7K60F1D & 7K60FXD 12.5kHz Voice: 7K60F1E & 7K60FXE Combination of 12.5kHz Voice and Data: 7K60F1W	
Digital Vocoder Type	AMBE +2™	
Digital Protocol	ETSI TS 102 361-1, -2, -3	



	810C		810D		810E		810F		810G	
Applicable MIL-STD	Methods	Procedures	Methods	Procedures	Methods	Procedures	Methods	Procedures	Methods	Procedures
Low Pressure	500.1	I	500.2	II	500.3	II	500.4	II	500.5	II
High Temperature	501.1	I, II	501.2	I/A1, II/A1	501.3	I/A1, II/A1	501.4	I/Hot, II/Hot	501.5	I/A1, II
Low Temperature	502.1	I	502.2	I/C3, II/C1	502.3	I/C3, II/C1	502.4	I/C3, II/C1	502.5	I/C3, II
Temperature Shock	503.1	-	503.2	I/A1/C3	503.3	I/A1/C3	503.4	I	503.5	I/C
Solar Radiation	505.1	II	505.2	I	505.3	I	505.4	I	505.5	I/A1
Rain	506.1	I, II	506.2	I, II	506.3	I, II	506.4	I, III	506.5	I, III
Humidity	507.1	II	507.2	II	507.3	II	507.4	-	507.5	II - Aggravated
Salt fog	509.1	-	509.2	-	509.3	-	509.4	-	509.5	-
Dust	510.1	I	510.2	I	510.3	I	510.4	I	510.5	I
Vibration	514.2	VIII/F, Curve-W	514.3	I/10, II/3	514.4	I/10, II/3	514.5	I/24	514.6	I/24, II/5
Shock	516.2	I, II	516.3	I, IV	516.4	I, IV	516.5	I, IV	516.6	I, IV, V, VI

**ENVIRONMENTAL SPECIFICATIONS**

Operating Temperature <sup>2</sup>	-30°C / +60°C
Storage Temperature	-40°C / +85°C
Thermal Shock	Per MIL-STD
Humidity	Per MIL-STD
ESD	IEC 61000-4-2 Level 3
Dust and Water Intrusion	IEC60529 - IP54
Packaging Test	MIL-STD 810D and E

<sup>1</sup>25 kHz is not available in the U.S.

<sup>2</sup>Radio only. Operating temperature specification for a Li-Ion battery is -10 °C to +60 °C.

Specifications subject to change without notice. All specifications shown are typical.

**DATA SHEET**

SL300 PORTABLE RADIO

**MOTOTRBO SL300 SERIES ACCESSORIES**



**CARRY ACCESSORIES**

Our versatile portfolio includes a flexible hand strap, rotating heavy duty belt clip, and swivel carry holster. A nylon wrist strap also can be attached at the top of the radio.

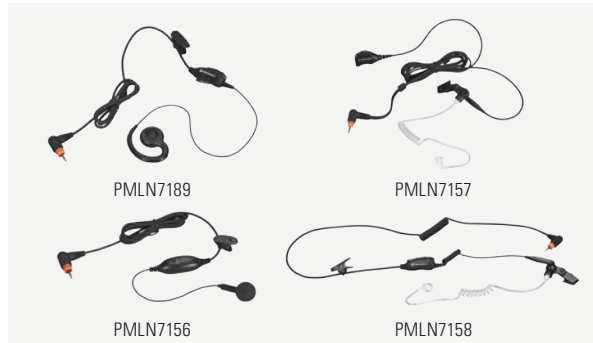
PART #	DESCRIPTION
PMLN6074	Nylon Wrist Strap
PMLN7076	Flexible Quick Release Hand Strap
PMLN7128	Heavy-Duty Swivel Belt Clip
PMLN7190	Carry Holder/Holster with Swivel Belt Clip



**ANTENNAS**

Outfit your SL300 with high efficiency stubby antennas. Colored antenna ID bands are available for easy customization.

PART #	DESCRIPTION
PMAE4093	UHF Stubby Antenna for the 403-425MHz range (4.5cm)
PMAE4094	UHF Stubby Antenna for the 420-445MHz range (4.5cm)
PMAE4095	UHF Stubby Antenna for the 435-470MHz range (4.5cm)
PMAD4144	VHF Stubby Antenna for the 136-144MHz range (5cm)
PMAD4145	VHF Stubby Antenna for the 144-156MHz range (5cm)
PMAD4146	VHF Stubby Antenna for the 156-174MHz range (5cm)
32012144001	Antenna ID Band (Gray, Pack of 10)
32012144002	Antenna ID Band (Yellow, Pack of 10)
32012144003	Antenna ID Band (Green, Pack of 10)
32012144004	Antenna ID Band (Blue, Pack of 10)
32012144005	Antenna ID Band (Purple, Pack of 10)



**AUDIO ACCESSORIES**

MOTOTRBO audio accessories for SL300 are designed for lasting comfort and improved device performance. In-line microphones and prominent push-to-talk features provide easy hands-free communication.

PART #	DESCRIPTION
PMLN7189	Swivel Earpiece with in-line microphone and push-to-talk
PMLN7156	Mag One Earbud with in-line microphone and push-to-talk
PMLN7157	2-Wire Surveillance Kit with translucent tube, black
PMLN7158	1-Wire Surveillance Kit with in-line microphone and push-to-talk, black
PMLN7159	Adjustable D-style earpiece with in-line microphone and push-to-talk, black Available Q1 2015
RLN6242	Low Noise Kit with translucent tube and 1 clear rubber eartip
5080384F72	Replacement Foam Plugs for RLN6242. Noise Reduction = 24dB. Pack of 50 pairs.
RLN6282	Replacement standard clear rubber eartip for RLN6242. Pack of 50



**BATTERIES, CHARGERS AND CABLES**

Keep your radios functioning at all times with these essentials. Charge your Lithium Ion batteries in MOTOTRBO single or multi-unit charging docks.

PART #	DESCRIPTION
PMNN4468	Li-Ion 2300 mAh battery
PMLN7074	Replacement Battery Cover
25009298001	Micro-USB Single-Unit Rapid Rate 5V/1A, Plug-In Power Supply, 5W, 100V-240V (US plug)
PMLN7101	Six-Pocket Multi-Unit Rapid Rate Charger, 90V-264V (US plug)
PMLN7109	Single-Unit Rapid Rate Charger 5V/1A, 5W, 100V-240V (US Plug)
CB000262A01	Micro USB Programming Cable



Company Name  
Address 1  
Address 2  
City, State, Zip  
www.xxxxxxxxxx.com  
Phone: 888.555.1212  
555.555.1212  
Fax: 555.555.1212

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# MOTOTRBO™ XPR™ 3000e SERIES

**YOU'RE MORE PRODUCTIVE, CONNECTED**

With this dynamic evolution of MOTOTRBO digital two-way radios, you're better connected, safer and more efficient. The XPR 3000e Series is designed for the everyday worker who needs effective communications. With systems support and loud, clear audio, these next-generation radios deliver cost-effective connectivity to your organization.

## CONNECTED

The MOTOTRBO XPR 3000e Series is a family of DMR-standard digital radios that delivers operations-critical voice communications. Bluetooth® audio lets you talk without wires and integrated Wi-Fi® enables remote software updates, giving you complete control of your radio fleet. With support for basic trunking as well as legacy analog technology, you can keep your organization connected as it grows.

## SAFE

The XPR 3000e Series is designed to enhanced safety in your organization, with the rapid response capability of instant push-to-talk communications. Even if a worker is unresponsive, you can remotely activate the radio to check status ensuring your worker is safe. Privacy options are available to protect your communications, and radios can be remotely disabled if they are misplaced. New HazLoc models are available for use in areas where flammable or explosive materials are present.

## EFFICIENT

With new noise cancellation technology and improved clarity, the XPR 3000e Series delivers excellent audio quality to make your workplace communications clearly intelligible. The latest energy technology delivers up to 28.5 hours of battery life for 3-shift working, and the optional IMPRES Over-the-Air Battery Management tool helps you maximize battery lifetime. An improved receiver boosts range by up to 8%, allowing you to reach further than ever.



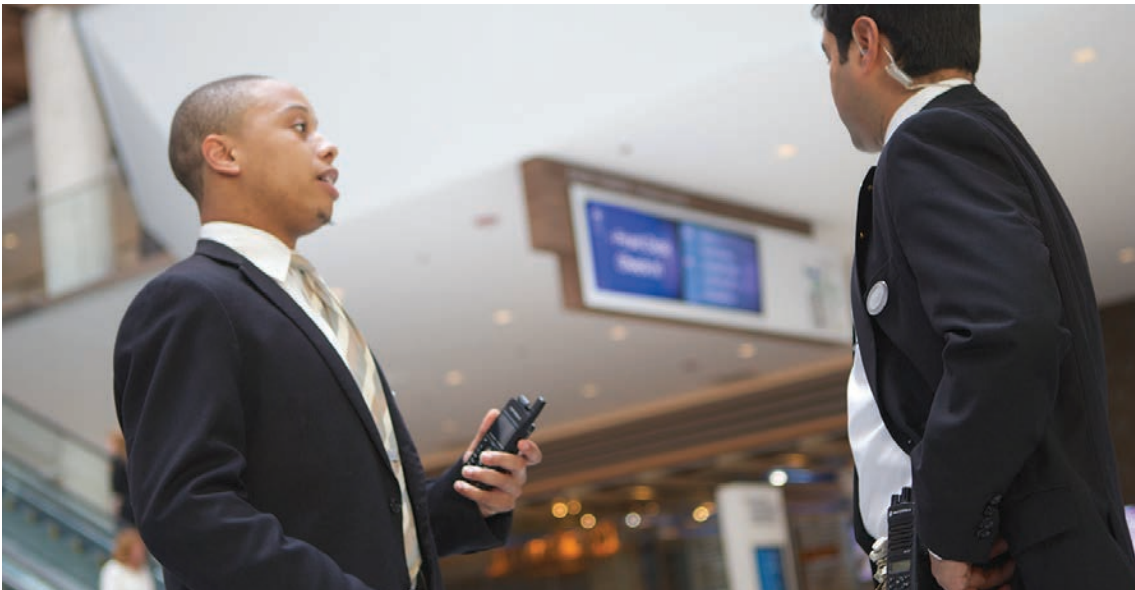
## WHAT'S NEW IN THESE NEXT GENERATION RADIOS

- Integrated Wi-Fi®
- Over-the-air software updates
- Bluetooth® 4.0
- Enhanced audio quality
- Improved expandability
- Better battery life (up to 28.5 hours)
- Better range (up to 8%)
- Better waterproofing (IP67)
- HazLoc models available

**PRODUCT DATA SHEET**  
**MOTOTRBO™ XPR™ 3000e SERIES**  
**DIGITAL TWO-WAY RADIOS**



	<b>Limited Keypad (LKP) Model</b>		<b>No Keypad (NKP) Model</b>	
Model Number	XPR 3500e		XPR 3300e	
Band	VHF	UHF	VHF	UHF
<b>GENERAL SPECIFICATIONS</b>				
Frequency	136-174 MHz	403-527 MHz	136-174 MHz	403-527 MHz
High Power Output	5 W	4 W	5 W	4 W
Low Power Output	1 W	1 W	1 W	1 W
Channel Spacing	12.5, 25* kHz			
Channel Capacity	128		16	
Dimensions (H x W x D), Radio + Standard Battery	4.8 x 2.2 x 1.4 in (122 x 56 x 36 mm)			
Weight, Radio + Standard Battery	10 oz (281 g)		9 oz (264 g)	
Dimensions (H x W x D), Radio + High Capacity Battery	4.8 x 2.2 x 1.7 in (122 x 56 x 42 mm)			
Weight, Radio + High Capacity Battery	11 oz (309 g)		10 oz (292 g)	
FCC Description	AZ489FT7069	AZ489FT7068	AZ489FT7069	AZ489FT7068
IC Description	109U-89FT7069	109U-89FT7068	109U-89FT7069	109U-89FT7068
Digital / Analog Battery Life <sup>1</sup> , Slim 1600 mAh Battery	16.0 / 11.5	15.0 / 11.5	16.0 / 11.5	15.0 / 11.5
Digital / Analog Battery Life <sup>1</sup> , High Capacity 3000 mAh Battery	28.5 / 21.0	27.5 / 21.0	28.5 / 21.0	27.5 / 21.0
Power Supply (Nominal)	7.5 V			



**PRODUCT DATA SHEET**  
**MOTOTRBO™ XPR™ 3000e SERIES**  
**DIGITAL TWO-WAY RADIOS**

**ALL MODELS**

**TRANSMITTER SPECIFICATIONS**

4FSK Digital Modulation	12.5 kHz Data: 7K60F1D and 7K60FXD, 12.5 kHz Voice: 7K60F1E and 7K60FXE, Combination of 12.5 kHz Voice and Data: 7K60F1W
Digital Protocol	ETSI TS 102 361-1, -2, -3
Conducted/Radiated Emissions (TIA603D)	-36 dBm < 1GHz, -30 dBm > 1GHz
Adjacent Channel Power	60dB (12.5 kHz channel), 70dB (25* kHz channel)
Frequency Stability	± 0.5 ppm

**RECEIVER SPECIFICATIONS**

Analog Sensitivity (12dB SINAD)	0.16 uV
Digital Sensitivity (5% BER)	0.14 uV
Intermodulation (TIA603D)	70 dB
Adjacent Channel Selectivity, (TIA603A)-1T	60 dB (12.5 kHz channel), 70 dB (25* kHz channel)
Adjacent Channel Selectivity, (TIA603D)-2T	45 dB (12.5 kHz channel), 70 dB (25* kHz channel)
Spurious Rejection (TIA603D)	70 dB

**BLUETOOTH SPECIFICATIONS<sup>3</sup>**

Version	4.0
Range	Class 2, 33 ft (10 m)
Supported Profiles	Bluetooth Headset Profile (HSP), Serial Port Profile (SPP), Motorola fast push-to-talk.
Simultaneous Connections	1 x audio accessory
Permanent Discoverable Mode	Optional

**AUDIO SPECIFICATIONS**

Digital Vocoder Type	AMBE+2™
Audio Response	TIA603D
Rated Audio	0.5 W
Audio Distortion at Rated Audio	3%
Hum and Noise	-40 dB (12.5 kHz channel), -45 dB (25* kHz channel)
Conducted Spurious Emissions (TIA603D)	-57 dBm

**Wi-Fi SPECIFICATIONS**

Standards Supported	IEEE 802.11b, 802.11g, 802.11n
Security Protocol Supported	WPA, WPA-2, WEP
Maximum Number of SSIDs	64

**ENVIRONMENTAL SPECIFICATIONS**

Operating Temperature <sup>2</sup>	-22 °F to +140 °F (-30 °C to +60 °C)
Storage Temperature	-40 °F to +185 °F (-40 °C to +85 °C)
Electrostatic Discharge	IEC 61000-4-2 Level 4
Dust and Water Intrusion	IEC 60529 - IP67, 3.3 ft (1m) for 30 mins
Packaging Test	MIL-STD 810D and E

**HAZLOC CERTIFICATION**

When properly equipped with Motorola UL-Approved battery, XPR 3000e Series radios are UL-Approved to TIA-4950 for use in Hazardous Locations, Division 1, Class I, II, III, Groups C,D,E, F, G; Division 2, Class 1, Groups A,B,C,D, T3C. Tamb = -25°C to +60 °C.

**CONNECTION**

- VHF Band, 5 W
- UHF Band, 4 W
- LKP Models: Mono screen, limited keypad, 128 channels
- NKP Models: No screen or keypad, 16 channels
- Analog and Digital
- Voice and text only
- Integrated Wi-Fi
- Bluetooth Audio<sup>3</sup>
- Canned Text Messaging
- Voice Announcement
- Home Channel Reminder

**AUDIO**

- Intelligent Audio
- IMPRES Audio
- SINC+ Noise Cancellation
- Acoustic Feedback Suppressor
- User-Selectable Audio Profiles
- Trill Enhancement
- Switch Speaker

**CUSTOMIZATION**

- Wide range of Accessories
- Slim GCAI Connector
- 4 Programmable Buttons (2 for NKP model)

**MANAGEMENT**

- Radio Management
- Over-the-Air Programming
- Over-the-Air Software Update
- IMPRES Energy
- IMPRES Battery Management
- Over-the-Air Battery Management

**SAFETY**

- Lone Worker
- Basic Privacy
- Enhanced Privacy
- Transmit Interrupt (Decode)
- Transmit Interrupt (Encode)
- Digital Emergency
- Emergency Search Tone
- Remote Monitor (Decode)
- Radio Disable / Enable (Decode)
- HazLoc certification
- Waterproof to IP67
- Rugged to MIL-STD 810

**SYSTEMS**

- Dual Capacity Direct Mode
- Conventional
- IP Site Connect
- Capacity Plus ( Single and Multi-Site)

◦ Optional

**NOTES**

- 1: Typical battery life, 5/5/90 profile at maximum transmitter power with Wi-Fi and applications disabled. Actual observed runtimes may vary.
  - 2: Radio only. Specialized low-temperature battery required for operation below 14 °F (-10 °C)
  - 3: Please check for availability of Bluetooth functionality.
- Specifications subject to change without notice. All specifications shown are typical values.

\*25 kHz channels not available in USA.

**MILITARY STANDARDS**

	MIL-STD 810C		MIL-STD 810D		MIL-STD 810E		MIL-STD 810F		MIL-STD 810G	
	METHOD	PROCEDURE	METHOD	PROCEDURE	METHOD	PROCEDURE	METHOD	PROCEDURE	METHOD	PROCEDURE
Low Pressure	500.1	I	500.2	II	500.3	II	500.4	II	500.5	II
High Temp	501.1	I, II	501.2	I/A1, II/A1	501.3	I/A1, II/A1	501.4	I/Hot, II/Hot	501.5	I/A1, II/A1
Low Temp	502.1	I	502.2	I/C3, II/C1	502.3	I/C3, II/C1	502.4	I/C3, II/C1	502.5	I/C3, II/C1
Temp Shock	503.1	I	503.2	A1/C3	503.3	A1/C3	503.4	I	503.5	I-C
Solar Radiation	505.1	II	505.2	I/Hot-Dry	505.3	I/Hot-Dry	505.4	I/Hot-Dry	505.5	I/A1
Rain	506.1	I, II	506.2	I, II	506.3	I, II	506.4	I, III	506.5	I, III
Humidity	507.1	II	507.2	II/Hot-Humid	507.3	II/Hot-Humid	507.4	-	507.5	II/Hot-Humid
Salt Fog	509.1	I	509.2	I	509.3	I	509.4	-	509.5	-
Dust	510.1	I, II	510.2	I, II	510.3	I, II	510.4	I, II	510.5	I, II
Vibration	514.2	VIII/F, W, XI	514.3	I/10, II/3	514.4	I/10, II/3	514.5	I/24, II/5	514.6	I/24, II/5
Shock	516.2	II	516.3	I, IV	516.4	I, IV	516.5	I, IV	516.6	I, IV

## REMOTE SPEAKER MICROPHONES

Improve usability with a Remote Speaker Microphone (RSM). Choose from standard, heavy duty and noise-cancelling models, with or without secondary earpiece connector.



## ENERGY SOLUTIONS

Make sure your radio is powered and charged properly, with our range of energy solutions. Choose from single and multi-unit chargers, and slim and high capacity batteries.



## CARRY SOLUTIONS

However you choose to wear or carry your radio, we have a solution for you. From leather cases to belts and belt clips to bags, straps and pouches.



## HEADSETS

In a noisy workplace, you need to protect your workers' hearing. Whether it's heavy duty noise reduction or innovative temple transducer technology, our headsets can help.



## COVERT ACCESSORIES

When you need to stay in touch discreetly, choose from our range of covert audio accessories. From clear tube earpieces to virtually invisible wireless in-ear units.



## VIBRATING BELTCLIP

When it's unacceptable to miss calls in a noisy environment, equip your radios with a powerful vibrating belt clip for an extra physical alert.



For details on these and other XPR 3000e Series accessories, please download the [MOTOTRBO Professional Accessories Catalog](#).

To get connected with MOTOTRBO, please contact your local Motorola representative or visit [motorolasolutions.com/MOTOTRBO](http://motorolasolutions.com/MOTOTRBO)

Motorola Solutions, Inc. 1301 East Algonquin Road Schaumburg, Illinois 60196, U.S.A. 800-367-2346 [motorolasolutions.com](http://motorolasolutions.com)

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**MOTOTRBO™**  
DIGITAL REMASTERED.



## PARK RIDGE NILES SCHOOL DISTRICT #64

---

Prepared By: Jody DuFort

On: 05/17/18





CHICAGO  
650 W GRAND AVE STE 313  
ELMHURST IL 60126-1026

05/17/18

RON DEGEORGE  
CONSOLIDATED COMMUNITY #64  
164 S PROSPECT AVE  
VENDOR NO: BEARCOM 000  
PARK RIDGE IL 60068-4035

Subject: PARK RIDGE NILES SCHOOL DISTRICT #64

To: RON DEGEORGE

Thank you in advance for allowing BearCom to submit the following proposal for your consideration.

Please be advised that BearCom has the technical competency, financial stability, and industry experience that enable us to meet and exceed your needs. Our engineering, project management, and sales teams have collaborated to provide you with a solution that we think is the best fit for your application.

If after reviewing this proposal you should have any questions, please feel free to contact me at the phone number or e-mail address listed below.

We welcome the opportunity to serve you.

Sincerely,

Jody DuFort  
Account Executive  
BearCom



# Recommendation

05/17/18 14:02:02 Page - 1  
 Quote Date: 05/17/18 Branch 20202  
 Quote Number: 323880

Customer/Prospect Number 713813

PARK RIDGE SCHOOL DISTRICT  
 CONSOLIDATED COMMUNITY #64  
 164 S PROSPECT AVE  
 VENDOR NO: BEARCOM 000  
 PARK RIDGE IL 60068-4035

Customer Contact: RON DEGEORGE Email: rdegeorge@d64.org  
 Phone Number: 847 318-4313 Delivery Instr:

Quantity	Part Number	Unit Price	Extended Price
1	THREE SITE LCP RADIO LINK CAP PLUS SYSTEM ESTIMATE	56,750.00	56,750.00
40	MOT XPR3500E MOT XPR3500E UHF 4W 128C REFRESH 3 yr warranty	462.00	18,480.00
40	LCP ENTITLEMENT MOT MOTOTRBO CAP+ MULTI SITE	56.00	2,240.00
165	MOT SL300 MOT SL300 UHF 403-470 MHZ 2-3W WITH DISPLAY 99CH 3 YR WARR	295.00	48,675.00
25	SPARE BATTERY 3500E MOT BATTERY IMPRES LIION OPTIONAL	70.00	1,750.00
60	SPARE BATTERY SL300 2300 MAH LIION BATTERY OPTIONAL	32.00	1,920.00
20	MULTI CHARGER MOT CHR STD MUC-SL300 OPTIONAL	200.00	4,000.00
1	INSTALLATION EST INSTALLATION SERVICES ESTIMATE	5,300.00	5,300.00
1	FCC LICENSE 2 REPEATER PAIRS AND 10 SIMPLEX FREQ	900.00	900.00
1	ONE TIME DISCOUNT DISCOUNT FOR INITIAL ORDER ONLY	8,500.00-	8,500.00-

**Protect your investment now! Purchase an affordable BearCom Extended Warranty!**

Quote valid until 06/30/18 Confidential and Proprietary

X \_\_\_\_\_  
 Customer Signature

Sub Total	131,515.00
Shipping and Handling	TBD
Tax	TBD
Total	131,515.00

---

Check with your Bearcom executive for current Motorola financing promotions through LCA

<u>12 Months</u>	11,423.39	<u>24 Months</u>	5,983.93	<u>36 Months</u>	4,109.84	<u>48 Months</u>	3,197.13	<u>60 Months</u>	2,660.55
------------------	-----------	------------------	----------	------------------	----------	------------------	----------	------------------	----------

Click on the Link to APPLY NOW: <http://mylease.leasecorp.com/bearcom>

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Jody DuFort  
Account Executive  
[Jody.DuFort@BearCom.com](mailto:Jody.DuFort@BearCom.com)

CHICAGO Branch Office: 800-900-2327  
FAX: 312-226-9998

**More details on the following page.**

## Infrastructure Service Agreement:

1,920.00	Year 1	250.00 /mos Bronze	300.00 /mos Silver	325.00 /mos Gold	Optional Service
	Year 2	500.00 /mos Bronze	600.00 /mos Silver	650.00 /mos Gold	

\*Service availability, terms and conditions apply. See your BearCom account executive for details.

### How We Are Different

BearCom's Professional Service Group manages the largest independent wireless equipment service/repair depot in America. Our team provides radio repair, field service, engineering, project management, systems integration, and customer service. We offer CSC service locations (USMSS), service level agreements, and first through third-level support with dispatch.

### Service Level Agreements

An easy repair or quick service call could become costly without the proper service agreement. BearCom offers simple, cost-effective plans that could save you thousands of dollars in future repairs or service. We will customize a service agreement based on your specific needs. The three levels of support are:

- **Bronze:** Monday through Friday support with on-demand pickup of mobile and portable radio products, on-site troubleshooting and repair of infrastructure-related communications equipment, and quarterly preventative maintenance schedule.

Severity Level	Description	Phone Response Time	On Site
1	Mon-Fri, 8:00 a.m.-5:00 p.m. response to catastrophic failures that detrimentally impede operations or jeopardize safety of personnel	4 hours	Same day (after-hours T&M rates will be charged for work performed after service hours)
2	Mon-Fri, 8:00 a.m.-5:00 p.m. response to failures that degrade business operations but do not impact safety of personnel	4 hours (calls taken after 2:00 p.m. will be addressed by 8:00 a.m. next business day)	Same day (for work performed during business hours; if not, will be addressed next business day)
3	Mon-Fri, 8:00 a.m.-5:00 p.m. response to degraded communications that do not significantly impact business operations or safety of personnel	4 hours (calls taken after 2:00 p.m. will be addressed by 8:00 a.m. next business day)	Next business day

- **Silver:** Monday through Sunday support with weekly scheduled pickup and delivery of mobile and portable radio products, on-site troubleshooting and repair of infrastructure-related communications equipment, and quarterly preventative maintenance schedule.

Severity Level	Description	Phone Response Time	On Site
1	Mon-Fri, 8:00 a.m.-5:00 p.m. response to catastrophic failures that detrimentally impede operations or jeopardize safety of personnel	2 hours	4 hours (after-hours T&M rates will be charged for work performed after service hours)
2	Mon-Fri, 8:00 a.m.-5:00 p.m. response to failures that degrade business operations but do not impact safety of personnel	4 hours (calls taken after 2:00 p.m. will be addressed by 8:00 a.m. next business day)	Same day (for work performed during business hours; if not, will be addressed next business day)
3	Mon-Fri, 8:00 a.m.-5:00 p.m. response to degraded communications that do not significantly impact business operations or safety of personnel	4 hours (calls taken after 2:00 p.m. will be addressed by 8:00 a.m. next business day)	Next business day

- **Gold:** Monday through Sunday, 24-hour support with weekly scheduled half-day on-site technician providing real-time repair on minor accessory repairs, on-demand and on-site troubleshooting and repair of infrastructure-related communications equipment, and quarterly preventative maintenance schedule. Board-level failures will be picked up and delivered to the closest BearCom branch in the city supporting our customer.

Severity Level	Description	Phone Response Time	On Site
1	7x24 response to catastrophic failures that detrimentally impede operations or jeopardize safety of personnel	2 hours	4 hours
2	Mon-Fri, 8:00 a.m.-5:00 p.m. response to failures that degrade business operations but do not impact safety of personnel	2 hours (calls taken after 3:00 p.m. will be addressed by 8:00 a.m. next business day)	4 hours (for work performed during business hours; if not, will be addressed next business day)
3	Mon-Fri, 8:00 a.m.-5:00 p.m. response to degraded communications that do not significantly impact business operations or safety of personnel	4 hours (calls taken after 2:00 p.m. will be addressed by 8:00 a.m. next business day)	Next business day



## BearCom Profile

### Overview

BearCom provides a diverse line of high-performance wireless communications products, services, and complete mobility solutions. Our partners include major manufacturers and industry innovators such as Motorola Solutions, Vertex Standard, Icom America, Sony, Panasonic, Firetide, BridgeWave, and more.

BearCom sells, rents, and services two-way radios, push-to-talk phones, mobile broadband cards, radio interoperability systems, IP video surveillance cameras, mesh broadband networks, point-to-point bridges, remote call boxes, WLAN systems, and mobile command centers. Thousands of customers around the world depend on BearCom to keep them connected... everywhere, all the time.

Founded in 1981, BearCom is America's only nationwide wireless dealer and integrator. BearCom serves customers from 26 branch offices located throughout the U.S., employs approximately 400 people, and is headquartered in the Dallas, Texas area. For more information, visit [www.BearCom.com](http://www.BearCom.com).

### BearCom at a Glance

- Approximately 400 employees
- 100+ technical staff
- 30 branches
- 20 service locations
- National field service
- Depot facility
- 72-hour turnaround
- < 1.5% total warranty rate
- Customer service escalation process
- Four-man team to supplement branch support of installation projects
- 24/7 support

### Ownership

#### Position:

CEO  
President  
Executive Vice President  
Chief Financial Officer  
VP of Operations  
VP of Sales  
Director of Technical Support

#### Individual

Jerry Denham  
Mark Kroh  
Brent Bisnar  
Jerry Noonan  
Ken Nixon  
Nader Mortazavi  
Ian Torok



## **Qualifications**

BearCom is the nation's largest dealer and integrator of Motorola, Vertex Standard and Icom two-way radio equipment. In addition, we are a major dealer of Sony video surveillance cameras. With 26 U.S. locations, BearCom is the world leader in the distribution and installation of wireless communications equipment and solutions. We have the necessary resources to manage all of your wireless needs.

Motorola has selected BearCom as the recipient of its Pinnacle of Customer Excellence Award in 2006 and 2008. One of Motorola's most prestigious honors, the award is given to only one channel partner each year. In 2008, BearCom was one of more than 850 Motorola dealers across the nation that were eligible for the award. The winner is the partner that best demonstrates its dedication to going above and beyond the expectations of customer advocacy and applying the best customer processes and practices in the industry.

BearCom offers our customers a variety of options including two-way radios, push-to-talk phones, mobile broadband cards, video surveillance cameras, and mesh networks. BearCom offers monthly, weekly, and even daily rates for rentals, as well as 24/7 customer service, staffing, and technical support. Our dedicated professionals are also available to ensure your rental application is set up and fully supported for optimal performance.

## **Experience**

BearCom's consultants and engineers have the expertise and knowledge to develop and support your communications systems. For example, we have extensive experience with wireless surveillance solutions. Recently, BearCom teamed with the City of Dallas to deploy a custom-tailored wireless mesh network surveillance system, consisting of more than 100 cameras. The initial project has since expanded to several locations throughout Dallas, such as Jubilee Park, the Sanitation Landfill, and most recently, Klyde Warren Park.

Our previous notable radio equipment installations include Home Depot Arena, Staples Center, and American Airlines Center, along with many hospital radios and paging systems. Other large systems include Dallas ISD (a two-site repeater system with 10 voted receiver sites and two dispatch console positions), Target (14 four-channel trunked radio distribution center systems), Tosco/Dow chemical plants, and several 10-channel SmarTrunk repeater systems for the AOL building in Manhattan. Additional projects include Hilton Hotels and the Wyndham Resort in San Juan, Puerto Rico. Recently, BearCom deployed a P25 radio system for the Veterans Administration, VISN 16, which involves 39 digital narrowband repeaters, along with 12 paging transmitters, a terminal configured with 23 police dispatch consoles, and 46 desktop remotes networked across eight cities. Additionally, we conducted VISN 21 VHF narrowband paging system upgrades at seven sites.



500 45<sup>th</sup> Ave.  
Munster, IN 46321  
219-924-1765 (Office)

August 30, 2017  
Park Ridge School District  
Consolidated Community #64  
164 S. Prospect Ave  
Park Ridge, IL 60068

Attn: Ron DeGeorge  
Dear Ron;  
For over 65 years, Miner Electronics has helped our customers navigate the world of wireless communications. For some, this means that we provide the best value for the purchase of Motorola portable and mobile radios in the Chicagoland market. For others, this means that we provide the expertise to help develop voice, video and data solutions to their communications challenges.

You deserve not only the best value, but also, the highest quality design, implementation and service we can offer. We understand that you have put some substantial time and effort into deciding how to deploy your communications system. To this end, Miner Electronics is pleased to present this budgetary proposal to your request.

Our goal is to provide Park Ridge School District with a total solution that we both can be proud of. Please take as much time as you need to study the following proposal which is a fair representation of the solutions we recommend along with an estimate of costs involved in implementing such a solution. If you have any questions or any suggestions as to how we may better define our solution, please call me directly.

Once you are satisfied with our proposed solution, we would enjoy the opportunity to further our relationship by tasking our design staff to more clearly define the project scope and costs including:

- Complete equipment lists
- Scope of Work
- Schedule of Work
- Test and Acceptance Plan

Please understand that at this point, all we can provide is an estimate to this proposed solution. However, we promise that once you commit to the system design phase of this relationship, our team of technical experts will be able to further collaborate with you to make this solution custom to your needs.

We appreciate your time and consideration to this point and look forward to helping you achieve your goals.

Best regards,  
Donna Tipold  
Communications Consultant  
Miner Electronics  
219-712-9472 (cell)  
dtipold@minerelectronics.com

# System Solution, Description and Budgetary Proposal For



**Confidentiality Notice:** This information is intended for the exclusive use of the person or entity to which it is addressed and is confidential. Miner Electronics would appreciate your cooperation in not disclosing this information with anyone other than the intended recipient.



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# System overview

## **Existing System and/or Challenges:**

On April 26, 2018, Miner Electronics was asked to provide a proposal for a new communication system for the Park Ridge School District. The solicitation included a preliminary “wish list” of radio equipment along with a brief description of the type of solution required. As Miner Electronics has served the Education market for over 4 decades, a number of questions arose before we produced the pricing proposal. Without adequate resolution as to the full scope of the project, we will respond to this solicitation with the best recommendation we can.

## **Proposed new system:**

As the new system has already been designed utilizing Motorola Solutions CapacityPlus trunking, we offer our proposal to satisfy this need. As we looked at the request, we noticed that you require interoperable communications to the Park Ridge and Niles Police and Fire networks. Our records indicate that these radio systems are not compatible directly with your requested digital technology. This does not mean that we cannot make it interoperable. It just means that further investigation of your organizational needs would be required to develop this solution. We hope that this proposal will at least get us the opportunity to further discussions along that solution.

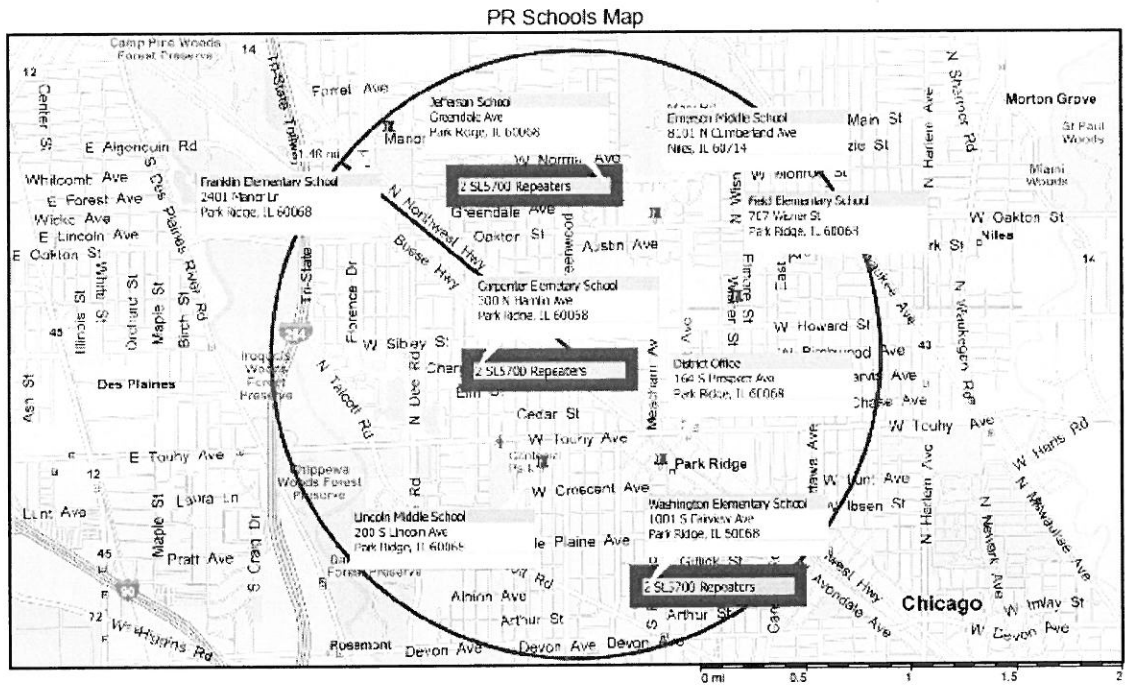
Comparing one proposal to another is always difficult. Miner Electronics prides itself in providing system design and consultation that lends itself well to comparison with other vendors proposals. Unfortunately, we did not spend the necessary time required to do this. As such, we are making some assumptions, based on our long history of providing communications networks in the Education

market. We have further provided a list of School Districts that have trusted us with their systems, and we would encourage you to reach out to any of them if the proposal we have provided peaks your interest.

Please pay close attention to the “Investment Options” page. As with most Communications Providers, we offer both Capital Purchase along with Lease to Own options. However, Miner Electronics also offers a very powerful option that does not require our customers to use valuable Capital Budget dollars to invest in their systems. Our “Managed Services” offering allows our customers to reevaluate the needs against a wish list of the best potential offering. In this scenario, Miner Electronics contracts with its customers to provide the wish list equipment at an affordable Operational Budget price. Miner Electronics would maintain ownership of the hardware and manage all the risks of keeping your network healthy and current. With Capital Budgets shrinking and responsibilities growing, this option may make more sense for future advancements in the ever-changing world of wireless communications. We would be more than happy to discuss this further, so you understand the full value of this offering.

Miner Electronics appreciates the opportunity to assist Park Ridge School District with reliable, efficient technology coupled with decades of experience. Please do not hesitate to contact us directly with any questions about our proposal or our approach to communications systems in the Education Market.

# School District Map



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 Certain mapping and direction data © 2008 NAVTEQ. All rights reserved. The data for areas of Canada includes information taken with permission from Canadian authorities, including © The Ministry of the Queen in Right of Canada, © Queen's Printer for Ontario, NAVTEQ and NAVTEQ ON BOARD are trademarks of NAVTEQ. © 2008 Tele Atlas North America, Inc. All rights reserved. Tele Atlas and Tele Atlas North America are trademarks of Tele Atlas, Inc. © 2008 by Applied Geographic Systems. All rights reserved.

Map locations of schools acquired from Park Ridge School District web site.

Location of infrastructure is not based on system engineering, and as such would require further discussion with District Personnel.

# Budgetary System Pricing

**Equipment Estimate:**

Equipment Description	Qty.	Unit Price	Total Price
INFRASTRUCTURE PRICING			
VOICE BASE STATION PRICING	6	\$ 3,221.99	\$ 19,331.94
DATA BASE STATION PRICING			N/A
OTHER INFRASTRUCTURE PRICING			\$ 30,590.03
ANTENNA SYSTEM PRICING			\$ 7,633.68
CUSTOM DATA APPLICATION PRICING			N/A
SUBSCRIBER PRICING			
CONTROL STATION PRICING			N/A
MOBILE RADIO PRICING			N/A
PORTABLE RADIO PRICING	205		\$ 63,146.23
ACCESSORIES PRICING			\$ 7,859.80
		Equipment Subtotal:	\$ 128,561.67

**Professional Services Estimate:**

FCC Licensing:			\$ 1,500.00
Engineering:			N/A
Template Creation/Program:			\$ 1,500.00
Fixed Network Installation:			\$ 8,320.00
Mobile Installation:			N/A
Sub-labor Installation:			N/A
Project Management:			\$ 500.00
		Professional Services Subtotal:	\$ 11,820.00

Tax:	Exempt
Shipping:	
Total Estimate:	\$ 140,381.67

# Investment Options

## Capital Purchase Option

50% down payment due in advance

All orders are invoiced upon delivery to customer.

All invoices are due net 30 days from invoice date.

Miner Electronics may include late fees and interest charges to invoices that are unpaid beyond 30 days. These fees and charges may be up to 1% of the original order amount per month beyond 30 days past due.

In the event that the customer is past due on previous invoices 90 days or more, no further orders will be accepted from this customer until past due

invoices are paid in full, including any late fees and interest charges.

<b>Down Payment Due in Advance:</b>	<b>\$</b>	<b>71,155.05</b>
<b>Balance Due Net 30 from System Install</b>	<b>\$</b>	<b>71,155.05</b>

## Lease to Purchase Option

<b>12 Monthly Lease Payments of:</b>	<b>\$</b>	<b>12,405.73</b>
<b>24 Monthly Lease Payments of:</b>	<b>\$</b>	<b>6,502.00</b>
<b>36 Monthly Lease Payments of:</b>	<b>\$</b>	<b>4,459.28</b>
<b>48 Monthly Lease Payments of:</b>	<b>\$</b>	<b>3,474.36</b>
<b>60 Monthly Lease Payments of:</b>	<b>\$</b>	<b>2,895.01</b>

First and Last Payment is due in Advance and includes a \$125 documentation Fee.

At the end of the term selected, Customer can purchase the system outright for \$1.

Formal Leasing Quote is Attached.

## Managed Services Contract Option

<b>Down Payment:</b>	<b>\$</b>	<b>25,459.93</b>
<b>59 Additional Monthly Contract Payments of:</b>	<b>\$</b>	<b>4,868.12</b>

Down Payment includes Installation, configuration, training and first monthly payment.

Miner Electronics Retains ownership of all communication equipment.

Customer uses the equipment for term of contract.

Any and all repairs are provided on all equipment at no additional charge for the entire term of the contract. Further, new batteries are provided after 30 Months.

At the end of the contract, Customer could purchase the equipment for 10% of the original cost. Or Customer can continue to contract this service for a 50% reduction in

Contract Payments.

# Why Miner Electronics

## **Miner Electronics is a Certified Service Center**

The Certified Service Center program is designed as a tool to help customers find quality service centers, to help electronics manufacturer's select service centers for in-warranty repairs and to provide a standard for professional service firms that desire to offer outstanding customer service. To attain Certified Service Center status, a service center must comply with specific requirements determined by representatives of all facets of the service industry.

Certification Requirements:

- Facility Service Capability
- Code of Conduct
- Appropriate Test Equipment and Tools
- Customer Service and Warranty Policy
- Management Skills
- Technician Certifications
- Licensing and Insurance

## **Miner Electronics is a Premier Service Partner**

The Premier Service Partner is the highest level of service relationship. Motorola servicers who attain this level have demonstrated consistent capabilities in performance, personnel and commitment to Motorola products and services. We are the only Northwest Indiana communications company to have technicians that hold certifications in the following:

- TRBO technology design, installation and support Certification
- Nationally recognized Wireless Technician Certification
- Certification to R56 grounding for RF networks

## Understanding the Challenges...

As a trusted solution provider for many businesses, cities and counties, Miner Electronics has helped our customers provide safe

and productive working environments. Our proven commitment to our customer base over 50 years, combined with our vision to remain a leading provider of state of the art information and communication technology solutions, help ensure that the system Miner Electronics has designed for you will meet your current needs and will be able to grow and adapt to meet Park Ridge School District's future communication needs.

### Working Together...

Miner Electronics will work with Park Ridge School District to design and implement a system that meets your current needs, as well as provide flexibility to grow with your future needs. By working together with you, Miner Electronics can provide integrated information and communication systems to improve your effectiveness and to better serve your organization.

Miner Electronics will assemble a team to work with Park Ridge School District on this important project consisting of account manager, designers, project manager, system technologists, and system maintenance support personnel. The Park Ridge School District project manager and the Miner Electronics project manager will work together closely throughout the implementation of the project.

Each member of the Miner Electronics team stays abreast of the latest methods and techniques in their discipline through a comprehensive employee training program offered through alliances with Motorola Solutions, Electronics Technicians Association, and many other manufacturers and associations.

By selecting Miner Electronics, you gain the benefit of our investment in our people. Their qualifications and training have allowed us to implement and integrate many voice and data networks in the Chicagoland area—on time and with solid, reliable results. Our team will provide Park Ridge School District with:



- ◆ **Coordinated Management** - Our project manager serves as a single point of contact, works with Park Ridge School District to oversee the project, and answers any questions Park Ridge School District may have about the project. The project manager brings together the people and the resources for the project, and then manages them toward meeting every project milestone.
- ◆ **Implementation Services** - In addition to a project manager, our team includes highly trained designers, system technologists, and customer support personnel. Our designers will work with Park Ridge School District to finalize the system design. Our system technologists install and test the system. Our customer support managers work with Park Ridge School District to design a maintenance program specifically for you.
- ◆ **Proven Implementation Processes** - Miner Electronics will use its proven implementation processes that we have developed and fine-tuned over the years to ensure the timeliness and quality of our work.

From concept to delivery, design and installation, Miner's direct sales representatives, system integration team, designers, and service technicians are ready to work together with you.

### Committing to Your Success...

As a trusted solution provider for numerous customers, Miner Electronics is prepared to assist Park Ridge School District with its current communication needs. Supported by a Miner Electronics implementation team dedicated to the success of the project and Miner's responsive local services, Park Ridge School District can be assured of the timely implementation of its system. Miner Electronics is committed to your success by:

- ◆ Delivering total, integrated communications solutions that empower your organization

- ◆ Drawing on experience, skills and an extensive portfolio of technologies, services and capabilities to complete your project
- ◆ Meeting our commitments so you can be confident we are providing the right solution for your organization

Your organization depends on your ability to get the right information to the right people, in the right place, at the right time. Miner Electronics is committed to working with Park Ridge School District to make that happen. We look forward to continuing our relationship with Park Ridge School District and continuing to be a positive presence in your organization for years to come.

# Service Offerings to Complement a Professional Communications System

“Quality is the Best Business Plan.  
Don’t get caught without a Plan.”

“Technology Changes Quickly.  
Anticipate Change....Don’t  
React To It.”

## Why do you need more than a Manufacturer’s Warranty?

- Most Manufacturer’s Warranties cover repair to items at the factory. This does not cover local service support outside of normal business hours.
- Most Manufacturer’s Warranties require equipment to be sent back to them for repair.
  - If an item has to be sent back, do you have spares to keep the system running at full capacity?
- Warranties always create a false sense of security about the long-term health of a network.
  - Repairs will cost more when something fails outside of the warranty.
  - Without consistent Preventive Maintenance, your system will be more susceptible to failures.

## Goals and Objectives of a System Support Plan

- Prepare for the unexpected.
  - Items will fail, even during warranty. Ensure that you are covered for all eventualities.
- Electronics need to be maintained and monitored on a consistent basis to ensure proper performance.
  - Preventive Maintenance ensures you are not “Surprised” by unexpected failure.
- Today’s Technology Changes Rapidly.
  - Most Software/Firmware driven technology requires regular upgrades to stay ahead of the technology curve.
  - investment.

## System Support Options At a Glance

## 1. **Warranty**

- a. Most typically exercised by users with portable radios only. There is no infrastructure to support. When a portable device fails, it is sent in to the manufacturer for repair.
- b. Standard policy is to have customer bring devices to us. We then handle the repairs and return them to you.
- c. If you purchase spare portables up front, you will experience very little to no down time.
- d. Extended warranties are available and can be quoted separately, up to 5 years.

## 2. **Essentials Package (Most common package for small system)**

- a. Local Service Pickup and Delivery for Mobile and Portable radios.
- b. Out of Warranty Repairs included.
- c. Does not cover Liquid, Fire or Physical damage.
- d. On-site Infrastructure Repair available Mon-Fri, 8:30 AM-5:00 PM.
- e. Same/Next Day response with no additional charges for normal repair.
- f. Does not cover Weather, Fire, Water or Physical damage.
- g. One Preventive Maintenance Service performed on Infrastructure annually.

## 3. **Advanced Package (Most common package for Business-Critical System)**

- a. Same coverage as Essential Package with the addition of 24 Hr/7 Days Support
- b. 4-hour Response Time Guarantee.
- c. "Remote Diagnostics and Control" of Communications Network (Infrastructure).
- d. We monitor your system's infrastructure remotely, 24 hours a day.

- e. Automatic notification to our Service Department of any alarms.

(Requires additional Hardware and Software. VPN Tunnel from our facility to yours is also required. One Time activation fee covers all this set-up)

**4. Premier Package (Most common package for any Customer who requires maximum up-time from their Network)**

- a. Same coverage as Advanced Package.
- b. 2 Preventive Maintenance calls per year on your infrastructure.
- c. “Radio Management” to support all devices on the Network.
- d. One Annual Preventive Maintenance Service on your Subscriber Radios starting in Year 2.
- e. Management of Programming Code-plugs.
- f. Remote Re-programming of fleet allowed once per quarter.
- g. Annual remote upgrade of Normally Released Infrastructure and Subscriber firmware.

(Requires additional Hardware and Software. VPN Tunnel from our facility to yours is also required. One Time activation fee covers all set-up)

## System Support Comparison Matrix

Service Offered	Essential Pack	Advanced Pack	Premier Pack
Normal Repairs to Equipment	Yes	Yes	Yes
24 Hour Availability	No	Yes	Yes
Preventive Maintenance Performed on Infrastructure	1	1	2
Preventive Maintenance Performed on Subscribers	No	No	1
"Remote Diagnostics" on Infrastructure	No	Yes	Yes
Subscriber "Radio Management"	No	No	Yes
Advanced Replacement of Subscribers	No	No	Yes

# System Support Options

Year 1			
<u>Equipment to be Covered</u>	<u>Essentials Package</u>	<u>Advanced Package</u>	<u>Premier Package</u>
RF Infrastructure:	\$ 60.00	\$ 75.00	\$ 90.00
Other Infrastructure:	\$ 27.00	\$ 33.75	\$ 40.50
Radios:	\$ 205.00	\$ 256.25	\$ 307.50
Total Monthly Costs:	\$ 292.00	\$ 365.00	\$ 438.00
One Time Activation of Services:	N/A	\$ 2,500.00	\$ 4,596.00
Total First Installment:	\$ 292.00	\$ 2,865.00	\$ 5,034.00

Year 2			
<u>Equipment to be Covered</u>	<u>Essentials Package</u>	<u>Advanced Package</u>	<u>Premier Package</u>
RF Infrastructure:	\$ 60.00	\$ 75.00	\$ 90.00
Other Infrastructure:	\$ 93.00	\$ 116.25	\$ 139.50
Radios:	\$ 205.00	\$ 256.25	\$ 307.50
Total:	\$ 358.00	\$ 447.50	\$ 537.00

Year 3			
<u>Equipment to be Covered</u>	<u>Essentials Package</u>	<u>Advanced Package</u>	<u>Premier Package</u>
RF Infrastructure:	\$ 390.00	\$ 487.50	\$ 585.00
Other Infrastructure:	\$ 95.79	\$ 119.74	\$ 143.69
Radios:	\$ 205.00	\$ 256.25	\$ 307.50
Total:	\$ 690.79	\$ 863.49	\$ 1,036.19

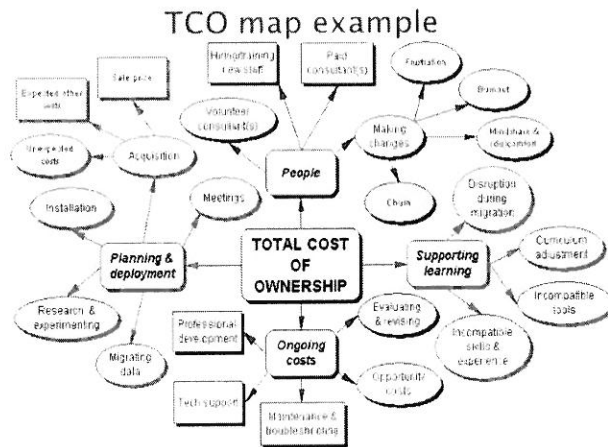
Year 4			
<u>Equipment to be Covered</u>	<u>Essentials Package</u>	<u>Advanced Package</u>	<u>Premier Package</u>
RF Infrastructure:	\$ 401.70	\$ 502.13	\$ 602.55
Other Infrastructure:	\$ 98.66	\$ 123.33	\$ 148.00
Radios:	\$ 1,332.50	\$ 1,665.63	\$ 1,998.75
Total:	\$ 1,832.86	\$ 2,291.08	\$ 2,749.30

Year 5			
<u>Equipment to be Covered</u>	<u>Essentials Package</u>	<u>Advanced Package</u>	<u>Premier Package</u>
RF Infrastructure:	\$ 413.75	\$ 517.19	\$ 620.63
Other Infrastructure:	\$ 101.62	\$ 127.03	\$ 152.44
Radios:	\$ 1,332.50	\$ 1,665.63	\$ 1,998.75
Total:	\$ 1,847.87	\$ 2,309.84	\$ 2,771.81

All Prices reflect Monthly cost. However, Maintenance Contracts can be scheduled for Monthly, Quarterly or Annual billing.

Please Reference "Service Offerings to Complement a Professional Communications System" for explanation of Essential, Advanced and Premier options.

# Total Cost of Ownership



When making a decision about the future of your communications technology (or any technology for that matter), it is important to understand the Total Cost of Ownership (TCO) of the entire network over many years. As we all have witnessed, the rate of change in technology is increasing at a rapid pace, and it is difficult to keep up. Miner Electronics is strategically positioned to assist you with the ever-changing landscape of communications technology. Our entire staff of Communications Consultants and Field Service Technicians are constantly training on new products and systems to assist our customers in navigating all available options in voice, data and integrated solutions. As you make the ultimate decision on your communications network, consider the hidden cost of not only maintaining the network, but also keeping it current in compatibility with newer advancements.

Below is a representation of the TCO for the system proposal we are providing.



**Total Cost of Ownership Over 5 years**

**Initial System Cost Overview**

Total System Hardware:	\$ 128,561.67
Total Professional Services:	\$ 13,748.43
<b>Total Initial Investment:</b>	<b>\$ 142,310.10</b>

**Hidden Future Costs**

	No Maintenance Plan	With Essential Maintenance Package	With Advanced Maintenance Package	With Premier Maintenance Package	Managed Service Contract
Batteries for Portable Radios:	\$ 25,830.00	\$ 25,830.00	\$ 25,830.00	\$ 25,830.00	Included
Repairs to Subscribers over Time:	\$ 46,740.00	Included	Included	Included	Included
Spare Radios for Advanced Replacement:	\$ 11,439.62	\$ 11,439.62	\$ 11,439.62	Included	Included
Repairs to Infrastructure over Time:	\$ 16,200.00	Included	Included	Included	Included
Software/Firmware Support of Apps:	N/A	Included	Included	Included	Included
Prev. Maintenance of Subscribers:	\$ 25,625.00	\$ 20,500.00	\$ 20,500.00	Included	Included
Prev. Maintenance of Infrastructure:	\$ 24,480.00	\$ 24,480.00	Included	Included	Included
Remote Diagnostics of Infrastructure:	\$ 26,520.00	\$ 8,500.00	Included	Included	Included
<b>Total Future Hidden Costs:</b>	<b>\$ 176,834.62</b>	<b>\$ 90,749.62</b>	<b>\$ 57,769.62</b>	<b>\$ 25,830.00</b>	<b>\$ -</b>

**TCO Comparison of Purchase Options**

	Capital Purchase with No Maint. Plan	Capital Purchase with Premier Maint. Plan	Lease Purchase with Premier Maint. Plan	Managed Service Program (Includes Premier Service)
Total Investment in System:	\$ 142,310.10	\$ 237,293.61	\$ 268,684.11	\$ 312,679.01
Replacement Batteries for Portables:	\$ 25,830.00	\$ 25,830.00	\$ 25,830.00	Included
Repairs to Subscribers over Time:	\$ 46,740.00	Included	Included	Included
Spare Radios for Advanced Replacement:	\$ 11,439.62	Included	Included	Included
Repairs to Infrastructure over Time:	\$ 16,200.00	Included	Included	Included
Support of Applications Over Time:	N/A	Included	Included	Included
Prev. Maintenance of Subscribers:	\$ 25,625.00	Included	Included	Included
Prev. Maintenance of Infrastructure:	\$ 24,480.00	Included	Included	Included
Remote Diagnostics of Infrastructure:	\$ 26,520.00	Included	Included	Included
<b>Total Cost of Ownership Over 5 Years:</b>	<b>\$ 319,144.72</b>	<b>\$ 263,123.61</b>	<b>\$ 294,514.11</b>	<b>\$ 312,679.01</b>

**\*Explanation of Hidden Costs (All Assumptions are based on Average Costs per average customer)**

Replacement Batteries for Portables:	It is assumed one new battery for each portable each 30 Months at \$86 per battery.
Repairs to Subscribers over Time:	It is assumed that 60% of all radios will be in for service at least once in 5 years. Each service incident would cost \$380.00.
Spare Radios:	Our Managed Service Contract includes spare radios (10% of fleet) to assure no down time in the event of service request on a unit.
Repairs to Infrastructure Over Time:	It is assumed that there will be one service call per year for out of warranty repairs at a cost of \$1620.00 per incident.
Support of Applications Over Time:	It is assumed that support will be kept current on all applications in use at an average cost of \$3600.00 per year per application.
Preventive Maintenance of Infrastructure:	It is assumed that preventive maintenance will be performed every year at \$4,800.00. (PM includes Re-tuning of base stations, upgrading of firmware to stay current with Manufacturer's Specifications)
Preventive Maintenance of Subscribers:	It is assumed that preventive maintenance will be performed every year at \$25.00 per unit. (PM includes Re-tuning of Radios, upgrading of firmware to stay current with Manufacturer's Specifications)
Remote Diagnostics of Infrastructure:	This is the cost of added system management for a typical IT professional tasked with maintaining first echelon repair and diagnostics on all infrastructure. We are assuming 1 hour per week per RF Infrastructure site at \$34.00 per hour.

All Preventive Maintenance and Remote Diagnostics Costs are optional, but are recommended by the manufacturer as proper maintenance procedures.

# Education Reference List for Miner Electronics

<u>Customer Name</u>	<u>Address</u>	<u>Contact/ Phone</u>
School City of Hammond	3751 East 171st Street Hammond, IN 46323	Mark Hennessee 219-989-7300 x2215
School Town of Highland	9145 Kennedy Ave Highland, IN 46322	Michael Boskovich 219-924-7400
Lake Station Schools	2500 Pike Street Lake Station, IN 46405	Dan Dehaven 219-962-1159
School Town of Munster	8616 Columbia Ave Munster, IN 46321	Dr. Jeff Hendrix 219-836-3234
Lake Central School Corp.	8260 Wicker Ave. St. John, IN 46373	Bill Ledyard 219-365-8551
Benet Academy	2200 Maple Ave. Lisle, IL 60532	Barb Sloan 630-719-2829
Hoover/Schrum District 157	1255 Superior Ave. Calumet City, IL 60409	Paul Ritchie 708-868-7500
Portage Schools	6240 US Hwy 6 Portage, IN 46368	Dan Scheets 219-762-6511
Bishop Noll Institute	1519 Hoffman St. Hammond, IN 46327	Matt Chico 219-932-9058
Andrean High School	5959 Broadway Merrillville, IN 46410	Bill Mueller 219-433-7541
College of DuPage	425 Fawell Blvd Glen Ellyn, IL 60137	Jim Nehls 630-942-4277
Indiana University NW	3400 Broadway Gary, IN 46408	Ed Davies 219-980-6501
Joliet Junior College	1215 Houbolt Rd. Joliet, IL 60431	Chris Luttrell 815-729-9030

East Chicago Schools	210 East Columbus Dr. East Chicago, IN 46312	Christian Flores 219-391-4059
River Forest Schools	3250 Michigan St. Hobart, IN 46342	Roland Studley 219- 962-7551 X3047
Purdue University NW	169 <sup>th</sup> and Wicker Ave. Hammond, IN 46323	Patricia Nowak 219-989-2222
Merrillville Schools	6701 Delaware St. Merrillville, IN 46410	Jay Schupp 219-650-5496
Sterling Public Schools	410 East LeFevre Sterling, IL 61081	Tim Schwingle 815-626-5050

**Chicago Communications** LLC  
 200 SPANGLER AVE  
 ELMHURST, IL 60126  
 630-832-3311 (TEL) 630-832-7599 (FAX)

PAGE 1  
**QUOTATION - SALES ORDER**  
 QUOTE NO. 69010 -00 TMRK  
 DATE: 4/27/18  
 TERMS: COD  
 DELIVERY:  
 PO:

TO: Park Ridge Niles Schl Dist 64  
 Attn: Ron DeGeorge  
 164 S Prospect Ave  
 Park Ridge, IL 60068  
 847-318-4313  
 Contact: Ron DeGeorge Phone: (847) 318-4313

Please reference Quote No. on  
 correspondence & purchase orders.  
 Prices firm for 20 days.

WE ARE PLEASED TO QUOTE YOU AS FOLLOWS:

QTY	DESCRIPTION	UNIT PRICE	TOTAL
3	SLR5700,403-470MHZ,1-50CH	2,185.00	6,555.00
3	UHF DUPLEXER 406-500 MHZ	263.00	789.00
3	Preslector	370.00	1,110.00
3	MOTOTRBO LINKED CAPACITY PLUS	3,400.00	10,200.00
1	MULTIPLE RDAC, NAG LICENCE	170.00	170.00
1	IP REPEATER PROG. & LICENSE	170.00	170.00
3	4 FOOT NM /NM LMR400 JUMPER	20.00	60.00
2	COAX CABLE W/ CONNECTOR	54.00	108.00
3	DB 404-B (450-470mhz) 3DB	442.00	1,326.00

ORDERS SUBJECT TO SHIPPING & HANDLING AND SALES TAX IF APPLICABLE

TERMS SUBJECT TO CREDIT REVIEW

BY Cathy Kulnig - EN 25538 TELEPHONE

THIS QUOTATION DOES NOT CONSTITUTE A SALES ORDER UNLESS SIGNED BY YOU, OUR CLIENT. SEE TERMS AND CONDITIONS OF SALE ATTACHED.

Accepted

by \_\_\_\_\_  
 LEGAL NAME OF PURCHASER

P.O. No. \_\_\_\_\_

\_\_\_\_\_  
 AUTHORIZED SIGNATURE

Date \_\_\_\_\_



**Chicago**  
**Communications** LLC  
 Sales: 800-831-3223

Check out our new web site [www.chicomm.com](http://www.chicomm.com)

QTY	DESCRIPTION	UNIT PRICE	TOTAL
150	1/2" Heliac Cable	2.05	307.50
3	M MALE CONNECTOR	20.00	60.00
3	1/2" GROUND KIT	20.00	60.00
2	Non Penetrating Mount	170.00	340.00
2	RUBBER MAT	19.00	38.00
3	Times Coax Surge Prot NF/NF 20Mhz to 1000Mhz	49.00	147.00
1	Installation	7,800.00	7,800.00
205	Programming Fee	15.00	3,075.00
3	License Fee	950.00	2,850.00
3	Rptr Fld Svc 8/430 1st 2yr	360.00	1,080.00
40	XPR3500E ,403-512,LKP,CFS,WiFi	410.00	16,400.00
40	2 YRS WARRANTY		
40	NA MOTOTRBO LCP	56.00	2,240.00
165	SL300,403-470,2-3W,DISPLAY	234.00	38,610.00
165	2 YEAR WARRANTY		
205	Port Warr Fld Svc M-F 2yr Field Service for 205 Radios for 2yr contract	36.00	7,380.00
25	Impres Li ion, 2150 mAh, Hi-Ca Submersible (IP67) Battery	74.00	1,850.00
20	6 UNIT CHARGER	180.00	3,600.00
60	SL300 BATTERY Budgetary quote based on the information given to us by the customer. No electric. coring, housings	33.00	1,980.00



QTY	DESCRIPTION	UNIT PRICE	TOTAL
	<p>cabinets and networking.                      If awarded we would need to do                      a site walk to confirm                      configuration of the system                      Coverage test have not been                      done by Chicago Comm                      Customer would need to confirm                      design and install plan                      before award of contract.                      This is not a firm number                      and is subject to change                      when scope of work is defined.                      Please let me know if you                      have any questions.                      Cathy Kulnig                      Account Manager                      630-688-0877                      ckulnig@chicomm.com</p>		
	<p>GRAND TOTAL:</p>		<p>108,305.50</p>





# TOWNSHIP HIGH SCHOOL DISTRICT 214: INSTANT COORDINATION AND COLLABORATION FOR SAFER, MORE PRODUCTIVE LEARNING

## MOTOTRBO™ RADIOS AND WAVE™ SUPPORT OPERATIONS AND ENHANCE SCHOOL SAFETY

High School District 214, located in Arlington Heights, Illinois, is the second largest high school district in the state. The district includes six high schools and four specialized programs, with over 12,000 students, serving residents across a 62-square mile area.

School District 214 wanted to create an integrated and seamless communications infrastructure to enhance school safety, support district-wide communications for daily operations, and enable more productive learning.

### CUSTOMER PROFILE

#### Township High School District 214 (Arlington Heights, Illinois)

- 2nd largest high school district in Illinois
- 7 school buildings
- 12,100 students
- Encompasses 62-square miles

### INDUSTRY

K-12 Education

### SOLUTIONS

- WAVE™
- 800 MOTOTRBO™ XPR 6550 Digital Two-way radios
- 85 MOTOTRBO XPR 4550 Digital mobile radios
- MOTOTRBO Linked Capacity Plus
- 22 MOTOTRBO XPR 8400 LCP Repeaters
- NeoConneX GPS Fleet Manager
- Avtec Console and Logger

### BENEFITS

- Integrated communication solution supports instant connectivity district-wide
- Improves emergency and wide area coverage and school safety.
- Enhances coordination of activity buses and vans with GPS fleet tracking application
- Extends coverage and reach with push-to-talk on any device, anywhere



## CHALLENGES

### Disparate Equipment Across Schools

Over the years, School District 214 had left radio fleet purchasing decisions up to individual schools, which resulted in different radio systems — from different vendors and with different licensing structures — being used across the district's seven high schools. In addition, many of the radios were older analog models, with reliability, voice clarity and coverage challenges. Those issues, combined with FCC regulations requiring radio systems to shift from wideband to narrowband frequencies, drove the district to seek a new communications partner and transition to all-digital technology.

### Extend Reach Well Beyond Classrooms

The district also required wide area coverage that would enable school personnel to be instantly connected, whether in the classroom, on the football field, in the gymnasium or in any other location on campus. In addition to effectively communicating with district personnel in various locations, those same personnel were using a variety of different devices, such as smartphones, laptops and tablets. Eliminating communication delays caused by these different devices was another goal for the new solution.

The district also wanted the ability to easily create and add new talkgroups, allowing staff to respond rapidly and work efficiently with the right colleagues at the right time — giving productivity a major boost.

### Support for Safety Initiatives

Improving student safety was another major priority for the district. During a critical situation, if a school's radio was out of range, employees would turn to their individual cell phones. However, cell phone towers often get overloaded during emergency events, making that a poor alternative. Having instant reliable communication throughout the entire School District 214 coverage area—and the ability to connect directly to first responders, if needed—was imperative to enhance security.



**“ We wanted to be able to test products and make cohesive purchasing decisions that would benefit the district, rather than just individual schools. It was time for a unified and scalable solution that could grow with us and support our future needs. ”**

— Ted Birren, Director of Operations, District 214

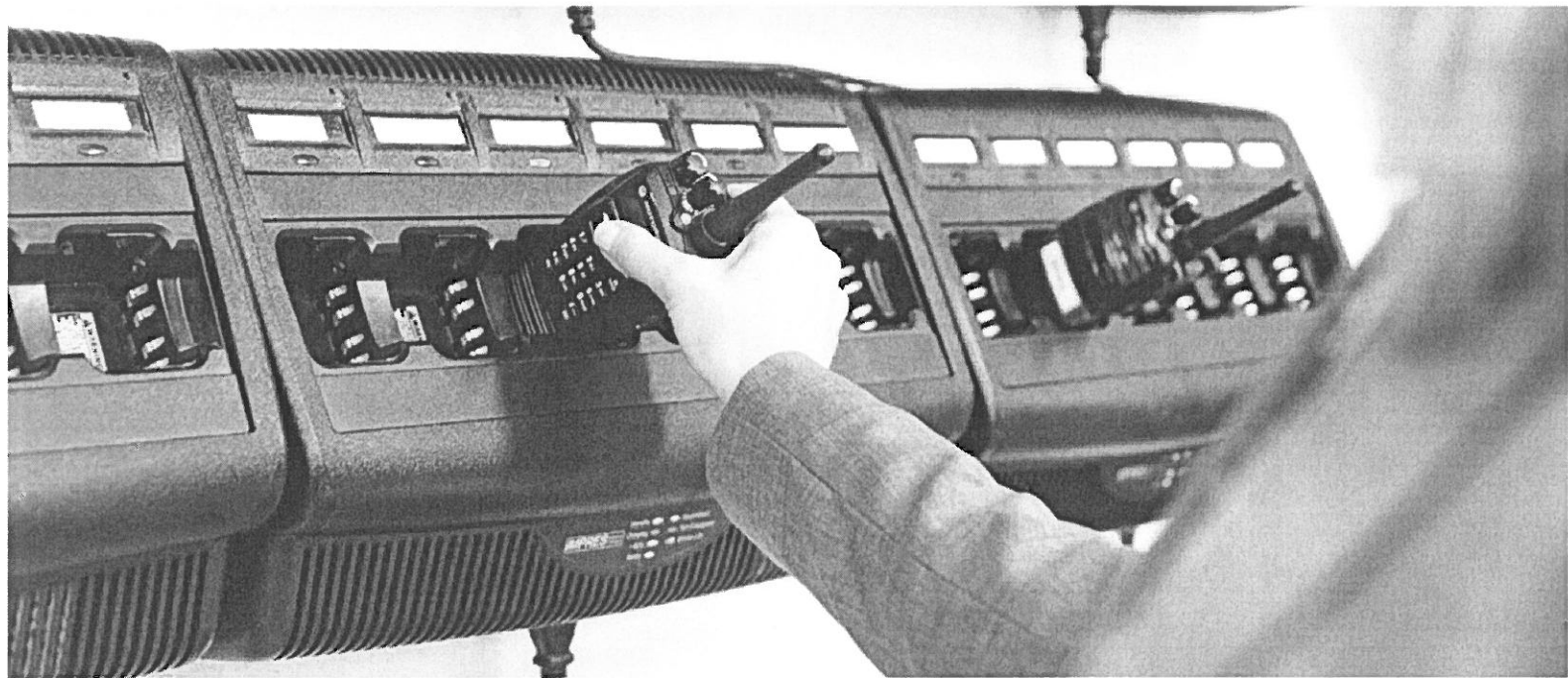
### A Growing Fleet of School Vehicles

With a large student population comes a large number of vehicles to support daily operations and transportation for after-school activities. While the traditional yellow school buses that transport students to and from school are run by an outside organization, the district manages other buses, vans and maintenance vehicles for a multitude of activities, such as travel for sporting events. Keeping drivers connected with school personnel, managing logistics and ensuring that the fleet is adhering to its route and speed restrictions were other important requirements when upgrading the district's communications.

**“ When it comes to the safety of our students, we could not have the reliability of our communications system in question. We needed equipment in place that could be counted on during any event, at any time of day. ”**

— Ted Birren, Director of Operations, District 214





## SOLUTION

With the help of the local channel partner, Chicago Communications, High School District 214 turned to Motorola Solutions Team Communications to enable employees to connect instantly, without boundaries and with added intelligence. They deployed MOTOTRBO XPR two-way radios and repeaters across campus for key personnel including administration and principals, security, building and ground maintenance, athletics and technology staff.

With the all-digital radio upgrade, the district was also able to leverage advanced data applications. They adopted the neoConneX Fleet Manager, a plug-and-play GPS fleet-tracking solution, to provide on-demand visibility into the locations of school vehicles, activity vans, buses and driver's ed cars, bringing added intelligence and security to daily operations. "We wanted a company that would be a true partner and not just an equipment vendor," said Birren. "We were focused on the long-term viability of the relationship and as a leader in the education industry, Motorola Solutions was the logical choice."

The district recognized cost savings by instituting a district-wide deployment, versus making purchasing decisions school by school. By using one vendor, all radio programming and licenses are now centrally managed across the district, taking the financial onus and management responsibility off of the individual schools.

## BENEFITS

### Integrated, Instantaneous Communication

Once the district deployed the new MOTOTRBO radios to key personnel, employees were up and running quickly. The security staff, in particular, were already familiar with analog radios, so that transition to MOTOTRBO digital two-way radios was fairly seamless.

Employees were able to connect with exceptional voice clarity and coverage. The district created more than a dozen talkgroups, with the primary user groups including security, maintenance, athletic staff and IT. They also enabled a district-wide talk channel, allowing administrators and other personnel to communicate with each other anywhere — from the sidelines of the high school's football stadium to a colleague in a bustling school cafeteria on the other side of the district.

"The reliability that MOTOTRBO brings is a must for our school conditions," said Birren. "The radios are built to withstand whatever comes our way — drops, weather, noisy environments — and have risen to the occasion time and time again."

**"The reliability and usability of MOTOTRBO is really second to none. The equipment is easy to operate and user intuitive, allowing the district to take advantage of the benefits right out of the gate."** — Cathy Kulnig, Senior Sales Executive Chicago Communications

## Unified Team Communications Across Boundaries

While key personnel were outfitted, not every school employee was assigned a radio. For those employees with mobile devices, District 214 deployed WAVE Work Group Communications, which enables users on mobile devices and commercial carrier networks to communicate with radio users.

With WAVE Work Group Communications, the district gets the peace of mind that everyone can be part of the conversation, as needed, regardless of device or location. Today, employees can communicate in an instant and across boundaries with PTT — from radios to smartphones. The district is looking to add in tablets and laptops to their network to support future growth.

Recently, the MOTOTRBO communication system was put to the test when the district hosted an NFL team for a football scrimmage at one of the school's fields. With thousands of attendees on hand, the event required enhanced security and 200 staff members, who coordinated security and information sharing via the two-way radios and mobile devices through WAVE Communications. With the touch of a button, users could securely link multiple groups to keep all parties updated.

"We never know when a situation will arise, but we know the MOTOTRBO system will be there waiting and ready when we need it," said Birren. "We've told other school districts how versatile and efficient it is, both for special events and for everyday situations, such as handling a maintenance issue or a student cutting class."

## Communicate with Added Intelligence

With neoConneX Fleet Manager, the district could proactively manage more than 100 vehicles, including driver's education cars, passenger vans, utility vehicles and multi-function buses for athletic events. Vehicle data, such as location and speed, is recorded every 30 seconds and can be monitored and accessed on-demand. The system has been an important part of routine safety monitoring as well as a key tool for investigations. "The intelligence gained through neoConneX Fleet Manager delivered additional security and safety benefits for the district," said Kulnig. "The GPS location data increases situational awareness and allows employees to make efficiency changes based on facts, not on gut feelings."

## Emergency Preparedness

In the event of an emergency, users can take advantage of the all-call emergency channel, which automatically interrupts communications across all other channels and instantly delivers an alert. In addition, the district's radios are tied into the Wheeling Dispatch Center (and will soon be connected with the NorthWest Central Dispatch), allowing employees to instantly connect with public safety officials at the scene to exchange information as incidents unfold.

During a recent police situation at one of the schools, employees utilized two-way radios during lock down procedures, communicating with authorities on-site to stay updated. The district also conducts regular reviews of its emergency response and procedures and utilizes recordings of the radio audio traffic to refine processes for future situations.

"Motorola acts as the bridge between us and first responders, enabling everyone to be on the same channel and helping us simply keep students and staff safer," said Birren.

To find out how your district can instantly coordinate and collaborate for a safer, more productive learning environment, visit [www.MotorolaSolutions.com/Education](http://www.MotorolaSolutions.com/Education).



Motorola Solutions, Inc. 500 W. Monroe Street Chicago, IL 60661 U.S.A. 800-367-2346 [MotorolaSolutions.com](http://MotorolaSolutions.com)

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Approval of Recommended Personnel Report

ACTION ITEM 18-06-2

I move that the Board of Education of Community Consolidated School District 64, Park Ridge – Niles, Illinois, approve the Personnel Report, noting that the Personnel Report is based on the recommendation of the Superintendent and not upon the Board’s direct knowledge regarding any of the specific individuals selected for employment.

The votes were cast as follows:

Moved by \_\_\_\_\_ Seconded by \_\_\_\_\_

AYES:

NAYS:

PRESENT:

ABSENT:

Laura Daehler	Correction – Employ as Summer School Nurse at Lincoln School effective June 5, 2018 (13 days) - \$1,894.57
Mary Alice Gilgunn	Correction - Leave of Absence Request Personal Business Speech Language Pathologist at Field School effective August 16, 2018 – June 5, 2019.
Queta Karstens	Correction – Employ as Summer School Nurse at Lincoln School effective June 5, 2018 (10 days) - \$1,471.31.
Margaret Temari	Correction – Employ as Summer School K-3 Nurse at Washington School effective June 5, 2018 (17 days) - \$2,519.38.
Paula Yurkovic	Correction – Employ as Summer School Nurse at Jefferson School effective June 5, 2018 (28 days) - \$4071.31.
Kinga Adamczyk Kailee Breslin Marie Downey Charlotte Graham Jana Zagorscak	Employ as Summer School Teacher Assistants at Washington School effective June 5, 2018 (4 classes) - \$1,504.00.
Linda Adamowski Kristin Pearson	Employ as Summer School Teacher Assistants at Lincoln School effective June 5, 2018 (4 classes) - \$1,504.00.
Juliana Bauer Allison Chambers Irene Frangos Ann Martin Angie Sakellaris	Employ as Summer School Special Education Teacher Assistants at Lincoln School effective June 5, 2018 (4 classes) - \$1,504.00.
Snezana Cenich Lauren Grove Crayton Shepherd	Employ as Summer School Special Education Teacher Assistants at Washington School effective June 5, 2018 (4 classes) - \$1,504.00.
Kimberly DuMars Therese Gaffney Amy Lynch Allison Passaneau	Employ as Early Childhood Summer School Teacher Assistants at Jefferson School effective June 5, 2018 - \$1,504.00.
Laura Fanapour	Employ as Summer School Nurse at Lincoln School effective June 5, 2018 (1 day) - \$141.09.

Vasiliki Frake	Employ as K-8 ESY Summer School Principal at Lincoln and Washington Schools effective June 5 through June 29, 2018 - \$6,665.00.
Antonia Galan	Employ as District Special Education Coordinator effective July 26, 2018 - \$82,000.00.
Marie Greco	Employ as Summer School Special Education Teacher Assistant at Lincoln School effective June 5, 2018 - \$591.00.
Elizabeth Holbrook	Employ as Summer School Special Education Teacher at Lincoln School effective June 5, 2018 - \$2,547.00.
Brian Jacobi	Employ as Summer School Teacher at Lincoln School effective June 5, 2018 (2 classes) - \$997.00.
Nicholas Krentiras	Employ as Summer School Special Education Teacher Assistant at Lincoln School effective June 5, 2018 - \$913.00.
Ashley Lichter	Employ as Summer School Speech Pathologist at Jefferson School effective June 5, 2018 - \$3,936.00.
Reny Matthew	Employ as Summer School Nurse K-3 at Washington School effective June 5, 2018 (11 days) - \$1,551.94.
Melissa Moore	Employ as Summer School Special Education Teacher Assistant at Washington School effective June 5, 2018 - \$752.00.
Carol Rand	Employ as Summer School Teacher at Lincoln School effective June 5, 2018 (2 classes) - \$886.00.
Regina Shalzi	Employ as Administrative Assistant to the Superintendent effective July 9, 2018 at District 64 central office - \$82,500.
Jeanette Simenson	Employ as Summer School Teacher at Lincoln School effective June 5, 2018 (2 classes) - \$1,551.00.
Tina Smith	Employ as Summer School Nurse at Lincoln School effective June 5, 2018 (2 days) - \$282.17.
Lisa Zavacki	Employ as Summer School Special Education Teacher Assistant at Lincoln School effective June 5, 2018 - \$1,397.00.
Ashley Lichter	Recall as Speech Language Pathologist at Field School, effective August 16, 2018 – MA+36, Step 5 - \$72,928.00.

Sandra Blethen	Rehire as .5 C of C Curriculum Specialist and .5 C of C Teacher at Carpenter School effective August 16, 2018 – BA +24, Step 22 - \$83,664.00.
Carrie Carmichael	Rehire as Early Childhood teacher at Jefferson School effective August 16, 2018 – MA+24, Step 1 - \$64,509.00.
Jamie Zimniok	Rehire as .6 Instrumental Music Teacher at Lincoln, Roosevelt, and Washington Schools, effective August 16, 2018 – MA, Step 14 - \$46,468.80.
Vasiliki Frake	Resignation as Assistant Director of Student Services effective June 13, 2018.
Catherine Peuvion	Resignation as Social Worker at Washington School effective June 1, 2018.
Connie Espinosa	Resignation as Teacher Assistant at Franklin School effective June 1, 2018.

Inspire every child to



## Meeting of the Board of Education Park Ridge – Niles School District 64

Special Board Meeting Agenda  
Thursday, June 14, 2018  
Jefferson School – Multipurpose Room  
8200 Greendale Avenue  
Niles, IL 60714

*On some occasions the order of business may be adjusted as the meetings progresses to accommodate Board members' schedules, the length of session, breaks and other needs.*

### TIME

### APPENDIX

6:00 p.m.

#### Meeting of the Board Convenes

- Roll Call
- Introductions
- Opening Remarks from President of the Board

#### • Pledge of Allegiance

#### • Public Comments

#### • Discussion Surrounding the Draft School Resource Officer Intergovernmental Agreements

-- Superintendent/Board Attorney Hodges Loizzi

#### • Adjournment

A-1

Next Regular  
Meeting:

**Monday, June 25, 2018**

Public Hearing on Resolution to Authorize a Permanent Interfund Transfer-6:45 p.m.

Regular Board Meeting – 7:00 p.m.

**Jefferson School-Multipurpose Room**

8200 Greendale Avenue

Niles, IL 60714

In accordance with the Americans with Disabilities Act (ADA), the Board of Education of Community Consolidated School District 64 Park Ridge-Niles will provide access to public meetings to persons with disabilities who request special accommodations. Any persons requiring special accommodations should contact the Director of Facility Management at (847) 318-4313 to arrange assistance or obtain information on accessibility. It is recommended that you contact the District, 3 business days prior to a school board meeting, so we can make every effort to accommodate you or provide for any special needs.