



MOTOTRBO -
Professional,
digital, two-way
radio system.
The future of
two-way radio.

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**A GOOD NEWS/
BAD NEWS STORY**
See how we turned
bad news into
something positive.

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**REGIONAL AWARDS
AND CREDENTIALS**
Regional is recognized as
a MOTOSTAR dealer.

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Regional
Communications, Inc.

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NEWSletter

EDITOR'S NOTE



Welcome to the first edition of the Regional Communications Newsletter. We are very excited about launching this newsletter for you; our valued client. To ensure you don't miss out on anything, we will be providing you with the latest information on wireless communications; including product/service launches and the industries' hottest topics! We hope you find the information of interest and importance to you.

Best Regards,

Tony Sabino

800-877-7234

View online: www.regionalcom.com

About Regional Communications, Inc.



If there is one group that has led the business world in the new millennium, it is the communications industry. And Regional has been at the very center of it!

Regional Communications is a nationally recognized company that specializes in supplying wireless communication products and services to the business and industrial community. As a customer-driven and results-oriented company, our staff is one of the best trained and most experienced in the telecommunications industry. We provide both field and in-shop installation and maintenance repair services for the radio products and systems we supply. And, we are always ready to assist in all phases of planning, design, installation and maintenance for wireless data and voice systems!

Our company works closely with a large client base of corporations, such as:

- Financial Institutions
- Small Businesses
- Government Entities
- Emergency Service Providers

Regional Communications provides systems and support that are vital to corporations with unique requirements and the need for system integration capabilities. Also, in order to provide clients with solutions in today's competitive business environment, Regional combines emerging wireless technologies with proven applications and radio services.

Customers who do business with Regional Communications become customers for life!



MARK YOUR CALENDAR

**2007
EVENTS**

New Technology & Digital Products Seminar, hosted by Regional Communications – Paramus, NJ, May 9

The NJ State First Aid Council, Garden State Convention Center – Somerset, NJ, October 12 - 14

The NJ State League of Municipalities – Atlantic City, NJ, Nov 13 - 15

INTRODUCING MOTOTRBO - Professional, Digital, Two-Way Radio System. The Future of Two-Way Radio.

MOTOTRBO combines the best in two-way radio functionality with digital technology to deliver increased capacity and spectrum efficiency, integrated data communications and enhanced voice communications.



The Motorola **MOTOTRBO** professional, digital, two-way radio system:

- Provides twice the calling capacity for the price of one license.
- Doubles the number of users supported on a single licensed 12.5 kHz channel.
- Integrates voice and data to increase operational efficiency.
- Provides clearer voice communications over a greater range than analog radios, rejecting static and noise.
- Operates up to 40% longer; enhanced battery life.
- Enables added functionality-dispatch data and enhanced call signaling.
- Operates in both analog and digital modes with easy migration from analog to digital.
- Meets U.S. Military 810 C, D, E and F specifications, IP57 for submersibility.
- Utilizes the IMPRES™ Smart Energy System.

MOTOTRBO is changing the way businesses communicate and as new applications are developed you can build on your investment by adding high level capabilities as your needs and business grow.

MOTOTRBO Text Messaging and Locator Services Available Now!

MOTOTRBO Locator Service provides the ability to track people and assets. The MOTOTRBO GPS-equipped portable and mobile units can be configured to transmit their geographical coordinates at pre-programmed intervals, on demand and in an emergency. Provides dispatchers with real-time display of fleet activity on a high-resolution, color-coded map.

MOTOTRBO Text Messaging Services allow communication between radios and dispatch systems, between radios and email-addressable devices, and to remote PC clients attached to radios. The MOTOTRBO adds a PC-based client/server software application for dispatch-oriented messaging to the system, extending the capabilities of messaging between radios and dispatcher PCs.

Call Regional at 800-877-7234 to set-up a demonstration of this new and exciting state-of-the-art digital communications tool. Learn how this standards based private system can be customized to meet your specific needs.

A GOOD NEWS / BAD NEWS STORY



When EMS has communication problems, a community and its residents are at risk. This was the problem facing a local EMS. With an unreliable communications system, an EMS team may not be able to respond as fast as possible.

Regional was asked to provide a wireless back-up for a local EMS dispatch center's T-1 telephone line, which they relied upon to operate their dispatch radio system.

The Bad News

The wired T-1 service was failing on a regular basis. Sometimes going out completely and other times having high bit error rates causing dropped data.

Our solution was a Motorola Canopy™ Wireless Broadband point-to-point system. The Canopy system is comprised of point-to-point back haul units providing T-1 service between their main dispatch location and their prime antenna site.

Since the Canopy system operates on a shared spectrum, it is the perfect back-up system in the event that the T-1 service provided by the local wire line carrier failed for any reason.

Many factors can play havoc with cables and poles creating service issues:

- **Cable cuts**
- **Road crews missed placed digging**
- **Poles knocked down due to inclement weather and vehicles**

The Good News

Our EMS client's communication system is now 100% reliable.

The Canopy Wireless point-to-point system has provided uninterrupted back up service while the wire line T-1 continues to fail periodically.



A well-equipped EMS vehicle – can we fit two more radios?

The Best News

Not only has the Canopy system provided reliable T-1 service, but also there are no recurring monthly charges associated with its operation. A very efficient alternative!

If you have a bad news story of your own, give us a call and let Regional help turn it into a good news story for you.

THE REGIONAL DIFFERENCE



Regional Communications has earned many awards of distinction because of our industry expertise and customer service.

Regional Communications, Inc. is a MOTOSTAR dealer. We have gained this distinction by participating in Motorola Excellence, an initiative designed to help Motorola dealers focus on developing their ability to deliver the highest value to customers.

We have been recognized as:

- A well-positioned authorized dealer to support Motorola solutions for the long-term.
- Exceptionally capable of addressing customer needs with integrated products and services.
- Having a staff of qualified personnel, trained in the features and benefits of the latest Motorola products and services.
- An expert in fitting specific solutions to emerging user requirements.
- Understanding customer needs.
- Deeply committed to serving the local market.
- Responsive to customer concerns and eager to use customer feedback to fine-tune business practices.
- Leaders in providing the best service in the business.



Our Credentials

Motorola Radio Products Division 2004
Authorized Networking Solutions Provider
Wireless networking solutions dealer

Motorola Radio Products Division 2001
Authorized Radio System Specialist
Agent relationship for system design and sales

Motorola Inc. 2000
Centracom Gold Console Systems Dealer
Infrastructure design, sales and service

Motorola Customer Owned Messaging Group 1998
Premier Dealer
Highest level of authorized paging systems dealer

Motorola Space and Systems Technology Group 1997
Authorized Distributor
Sales and support for secure telecommunications products

Motorola Paging Products Group 1996
Authorized Paging Systems Dealer
System design, sales and service

Motorola Wireless Data Group 1994
Authorized Value Added Reseller
Sales and support for wireless data products and services

Motorola Customer Owned Paging Group 1993
Northeast #1 Dealer Award
Specializing in design and installation of private paging systems and facility-based data messaging systems

Motorola Land Mobile Products Group 1991
Charter Two-Way Radio Dealer
25 years of experience supporting Motorola two-way products

Motorola Inc, 1989
Authorized Radius Two-Way Reseller
Indirect distribution for Motorola two-way radio products

Motorola Factory Trained Sales and Service Staff

FCC Licensed Technical Staff

PCIA Certified Technical Staff

Contact Information

**E64 Midland Avenue
Paramus, New Jersey 07653-0144**

**Phone: 201-261-6600
Fax: 201-261-6304
Toll Free: 800-877-7234**

www.regionalcom.com