



Survivable, Interoperable Emergency Communications

Presented by the:

Tri-County Council for Western Maryland
and the

Instant Area Networks team of companies

August 5, 2003



**Tri-County Council
for
Western Maryland**



Agenda

- Overview of Solution
- Introduction of Key Players
- Live Emergency Services Demonstration
- Questions and Answers



Overview of Solution

- Steve Cooper, CIO of DHS has laid the challenge before governmental units to offer pilot funding for regional homeland security applications that tie in Public Health and that can be deployed within 90 days that would fall within the \$1 million range
- The Tri-County Council for Western Maryland accepted that challenge and requested that best practice applications be brought together to provide a wrap-around composite approach





Overview of Solution, Cont.

- The Tri-County Council and the Instant Area Networks Team accepted the challenge to prove a three-tier survivable system
- Pilot program assembled to prove cost-effective interoperability and survivability
- Program interoperable regionally and functionally
- Our team's belief is that by proving interoperability in the Appalachians, with its many challenges, proves that this solution could be deployed anywhere

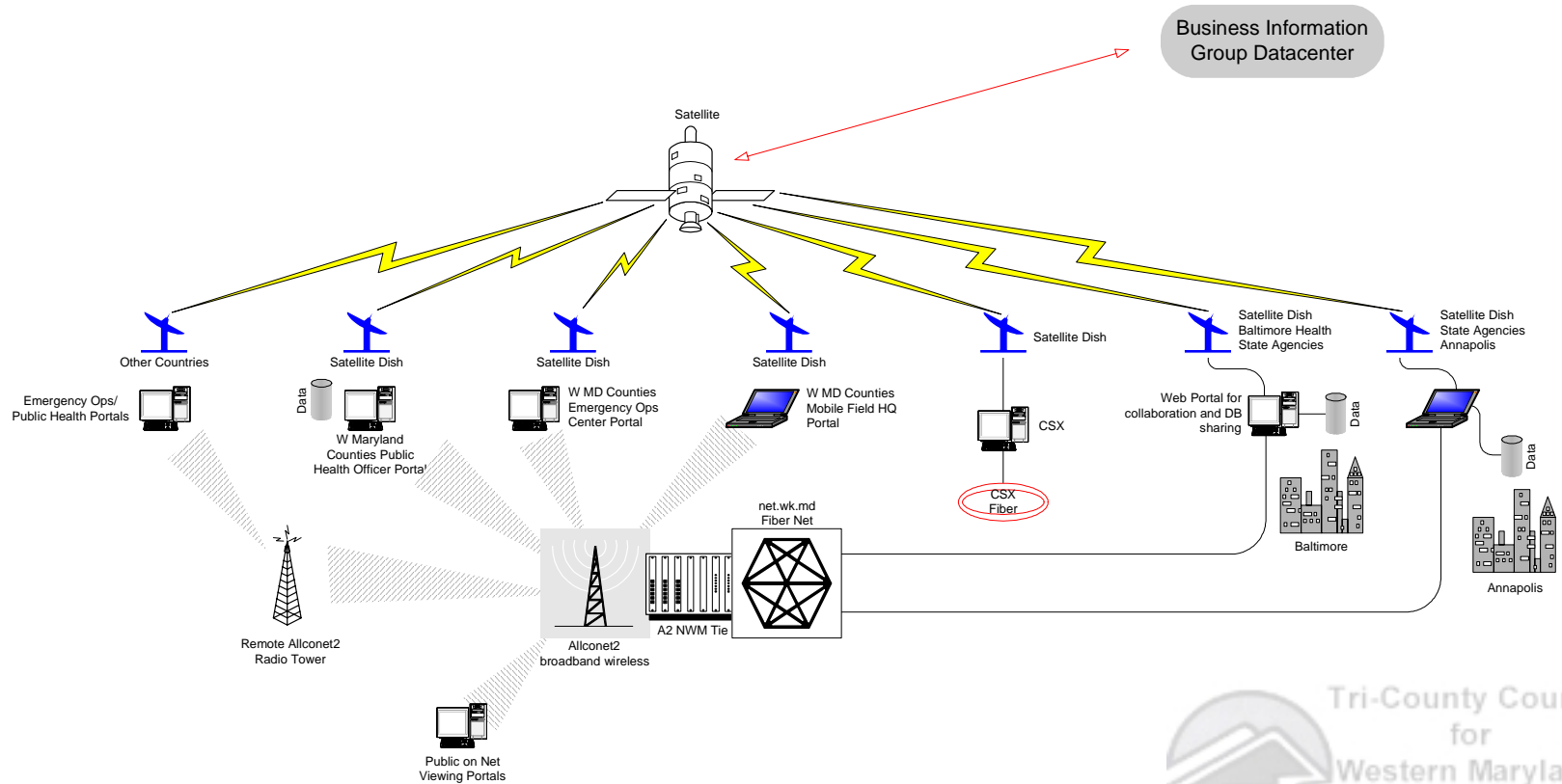


Technical Solution Components

1. **Survivable Networks** – wireless and satellite augmenting terrestrial networks
2. **Interoperability** – seamless, homogeneous standards-based video, voice, and data communications between first responders and key public sector participants
3. **Resource Availability** – portals to critical information to support emergency efforts
4. **On-Demand Participants** – users can be added instantly, without need for purchase of equipment or application software



Instant Area Networks





Key Public Sector Participants





Instant Area Networks Core Team

- **Business Information Group (BIG)** – wireless integrators, data center
- **CyberGrad, Inc.** – video communications and collaboration software
- **Plumtree Software, Inc.** – portal, command center control
- **TLA Associates** – network design, integration and management



Other Key Industry Partners

- **Alvarion** – mobile wireless equipment provider
- **Datalux Corporation** – supplier of ruggedized laptops for police vehicles
- **Farallon Geographics, Inc** – GIS integrator
- **Innerlink, Inc.** – Health & Safety Technology Company



Business Information Group

- Implemented largest secure wireless network in the United States as cited by Cisco, Novell, and Proxim
- Deployed wireless broadband for Crispus Attucks in York County, Pennsylvania to serve all county School Districts
- Deploying wireless broadband for SAILOR Library System across the entire state of Maryland
- Engineering wireless system for the Homeland Security Department of New York



Business Information Group, Cont.

- Have implemented Point-to-Point and Multi-Point Solutions supporting 10,000+ subscribers
- One of the largest, fully-qualified wireless networking teams in the country
- Expertise in engineering wireless systems with speeds of 100MB to 1GB
- Designed and installed wireless networks for over 5 years
- Manage a Secure Data Center that supports many customer installations



CyberGrad, Inc.

- Offers live e-learning and Internet enabled communications technology as a fully hosted ASP
- Technology enables content management without investing in software, added personnel, and additional infrastructure
- Proven Functionality – used extensively over NIPRNet, SmartLink, and other Department of Defense ISPs
- Section 508 Compliance – virtual campus meets federal regulations for compliancy regarding access for disabled persons



CyberGrad, Inc., Cont.

- Awarded sole-source contract by the Naval Supply Systems Command – to develop the core of the eNavyUniversity
- Contracts with Millersville University, Harley-Davidson, Bristol Myers, & DocSTAR
- Selected to run communications tests on LHA2 SAIPAN, an attack-helicopter aircraft carrier, just returned from the Gulf



Plumtree Software, Inc.

- Industry leader in portal technology as cited by Gartner, Meta Group, and Delphi
- Over 520 customers in commercial, Federal, state and local Governments
- Patented technology that allows for off-the-shelf deployment of integration into backend systems
- Over 80% of customers deployed with fully utilized portals within 6 months
- Largest ROI and referenceable customer base





Plumtree Software, Cont.

- Customers include 48 of top Fortune 100 Companies
- Successful implementations at: Ford Motor Company, Boeing, American Airlines, Starbucks, EliLilly, US House of Representatives, NIH, PA Office of General Counsel, State of Maryland, Arlington County, VA
- Why Customers Choose Plumtree – Openness, Mature Cohesive Solution, & Customer Success



TLA Associates

- TLA is a telecommunications and network design firm
- TLA was awarded contracts with Western Maryland and the Eastern Shore to develop strategies to deploy broadband services to rural Maryland
- As part of this process, TLA met with the rest of the IAN players and co-developed the survivable, interoperable solution for Western Maryland





TLA Associates, Cont.

- TLA's 200+ employees design, implement, and support network operations for public and private sector firms
- TLA currently manages two DoD agency-wide networks, and is in the process of upgrading infrastructure and services for over 60,000 users
- TLA also manages the network operations for GSA's Central Office in Washington, DC
- TLA's Senior IT Strategist, Mr. Charles Manto, has spearheaded these efforts based on his expertise in rural economic development, management of a CLEC, telecommunications-related patents, and many other diverse roles and responsibilities





Alvarion

- World's largest pure-play provider of wireless broadband networking infrastructure to carriers, ISPs and private network operators
- Offers premier wireless broadband solutions for access in the last mile, backhauling connection to the backbone and private network connectivity
- Over 1.5 million units deployed in over 120 countries



Alvarion, Cont.

- Product offering: All frequencies, all segments – products and platforms in both licensed and unlicensed bands
- Broadest range of integrated BWA solutions by market segment and frequency band
- China Unicom to deploy Alvarion broadband wireless solutions in seven Chinese cities
- France Telecom to trial Alvarion Wireless DSL Solution as part of National Broadband Initiative



Datalux Corporation

- Designs and manufactures rugged and compact computer products for use in environments that require unique durable designs and have limited space available
- Founded in 1990 with Headquarters in Winchester, VA and offices internationally in Europe, Australia and Singapore



Datalux Corporation, Cont.

- Third generation mobile computer designed for Police, Fire, Medical Services, and other intensive applications
- Integrated computer and 12.1” LCD display
 - Mobile Intel PIII 700 Mhz
 - 20GB HDD
 - Win98, 2000, and XP
 - Daylight readable LCD
 - Display with dimmer control
 - Network-ready
 - Backlit keyboard



Farallon Geographics, Inc.

- Promotes Open Systems
- Dedicated to enterprise solutions that integrate existing data & technologies
- Feature Spatial Data & Applications Expertise
- Multi- GIS Platform Capabilities
 - ESRI MapInfo
 - Intergraph Autodesk



Farallon Geographics, Inc

- Public Sector Customers Need Access to GIS data for:
 - Mission Critical Operations
 - Emergency Preparedness
 - Legislative Compliance
 - Tracking incidents and service areas
 - Improved Service Levels
 - Portals powered by GIS to quickly access services
 - Reduced redundant data collection and data entry
 - Increase staff capacity to extend service levels





Innerlink, Inc.

- Mission to develop world-class learning opportunities in education, healthcare, industry and government, by merging technology, expertise and education thus providing for the foundation for a smarter, safer and healthier community
- Partnership forged between Innerlink and Plumtree Software to produce an wholistic homeland security application





Innerlink, Inc., Cont.

- TEAM System: Telecommunications, Education, Administration, and Measurement – features a secure web portal that enables vertical and horizontal sharing of information among participating organizations
- Emerged as best practice model for homeland security collaboration and data sharing at the community level



Now to the Demo...

Today's special broadband satellite services provided by Verestar, Inc. of Hagerstown, Maryland





Questions and Answers

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