

December 2011

# Allcomm Communicator

## Point to Point News



**Cambium Networks**

On August 23rd 2011, Motorola Solutions (MSI) announced that it reached an agreement under which Vector Capital, a San Francisco-based private equity firm, will acquire the Point-to-Point (PTP or Orthogon) and Point-to-Multipoint (PMP or Canopy) Wireless Broadband Networks businesses. These successful businesses will now operate as a completely independent organization named Cambium Networks. The people, technology and sales organization will remain intact and will be better able to serve our customers by focusing on wireless broadband solutions.

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**MOTOROLA SOLUTIONS**

**RADIO SOLUTIONS  
CHANNEL PARTNER**

**SEASON'S**

**GREETINGS**

Thank you for your support. We look forward to many years of successful partnership.

Merry Christmas & Happy New Year!



Your Friends at  
**Allcomm  
Wireless, Inc.**



**SAVE UP TO \$800 ON INSTANT COMMUNICATION SOLUTIONS FROM MOTOROLA NOW THROUGH DECEMBER 31, 2011.**

**YOUR CHANCE TO SAVE IS NOW**

**TRADE-IN 8 RADIOS AND RECEIVE OR REBATES**

- **\$800 OFF** the purchase of 8 MOTOTRBO™ Digital Two-way Radios
- **\$400 REBATE** for 8 MOTOTRBO Digital Two-way Radios
- **\$250 REBATE** for the purchase of 8 CP200, CP200XLS, CM200 or CM300 Two-way Radios

**EMPOWER YOUR WORKFORCE WITH MOTOROLA RADIOS**

Create a safer, more efficient and productive workplace by providing your employees the tools they need to stay connected. With Motorola two-way radios, instant communication is just a Push-to-Talk button away.



**Last Chance for Additional Discounts!**

Allcomm is excited to announce the extension of Motorola’s Trade-In & Rebate Promotion on select two-way radios through the end of 2011. In addition, Allcomm is offering our customers a **\$100** discount off of list price per radio when you purchase eligible Mototrbo radios & a **\$50** discount off of list price per radio when you purchase eligible Commercial series radios.

Your team needs the right communication tools to help your business operate efficiently & ultimately be more productive. Motorola two-way radios keep you connected, & with the added features of Mototrbo like GPS, email & text messaging - you can ensure sustained connectivity.

Select Mototrbo & Commercial series radios meet the FCC narrowbanding mandate to operate using 12.5kHz efficiency. Avoid the chaos & take advantage of this offer today.

## ALLCOMM NEWS

The St. Clair County Fire and EMS Association was awarded a federal fire grant in the amount of 750K. The City of Moody, Alabama was the host of these grant funds. Allcomm Wireless will be purchasing 600 Mototrbo radios that will consist of a mixture of portables and mobiles. The system will host 4 repeater sites with IP Site Connect. Motorola Point-to-Point (PTP) Microwave will connect the sites. Twenty-six fire departments will be dispatched on one system from the St. Clair County Central Operations Center, which is located in Pell City, Alabama. This system will utilize GPS to locate all fire units that are working in the field. This system’s estimated cost is 550K. Future plans include expanding the system to multi-site trunking with the additional funds from the grant.

### ALLCOMM EMPLOYEE TRAINING UPDATE

During the month of November; Branden McCain, Lisa McClung, Latoria Cooke, three of our newest sales members completed Motorola’s new hire school and are now RCR certified.

Also Chris Ridgon, Kris Young, Michael Gill, and Mike Weathers became Motorola Professional Level Certified after taking both online courses and instructor led courses. These courses focused mainly on Mototrbo, Advanced Selling Solutions and Techniques. **-CONGRATULATIONS!!**