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Pembroke RFP:

IP-Based Speaker & Display System

January 13, 2025

Section 1: Who We Are

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- Introduction
- Professional Information
  - ComSource Background/Longevity
  - Location
- NYS Business (local)
- SLED Networking, Voice, Security, Physical Security

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Section 2: Experience

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- 100+ years combined experience in SLED
- Industry specific technical certifications (Sales/Engineering Teams)
- IP Speaker Systems (Nearly 100 districts across NYS)
- Experts in Cisco Webex Voice and Integration with these systems
- Singlewire Software for paging and emergency notification within multiple districts (They come to John Hoefer when they have InformaCast questions ☺)

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Section 3: Vendor Partnerships

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- We work with security vendors to do the integration
- Networking and Wiring additions with R-options
- Advanced Network Devices
  - **Steve Pytlak**, Business Development Manager

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Solution Specific Vendor Partners

ADVANCED NETWORK DEVICES

singlewire InformaCast

ALGO

Atlas IED

BARIX

VALCOM

cisco Meraki

webex by CISCO

Section 4: How Did We Get Here?

Emergency Communication Tools

- Overhead paging
- PC’s
- IP Paging
- SMS/Mass Texting
- Phone Calling
- 2-Way Radios
- Email
- Desk Phones
- Collaboration Client Apps (MS Teams, Webex Teams)
- Fire Alarm Systems (horns, speakers, strobes, door access)
- Digital Signs
- Mobile Phone Apps
- Website/Twitter

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Any Situation

Life & Safety

- Active Shooters
- Severe Weather/Natural Disaster
- Threatening or Aggressive Acts:
  - Students, Employees, others
- Chemical Spills and other Industrial Accidents
- Medical Emergencies (911 Calls)
- Fires
- Civil Unrest

Operational Notifications

- IT Outages
- Event Awareness
- Public Health Emergencies
- Production Shutdowns
- Weather Delays
- Free Pizza & Ice Cream
- Power Outages
- Schedule Changes
- Bell Schedules

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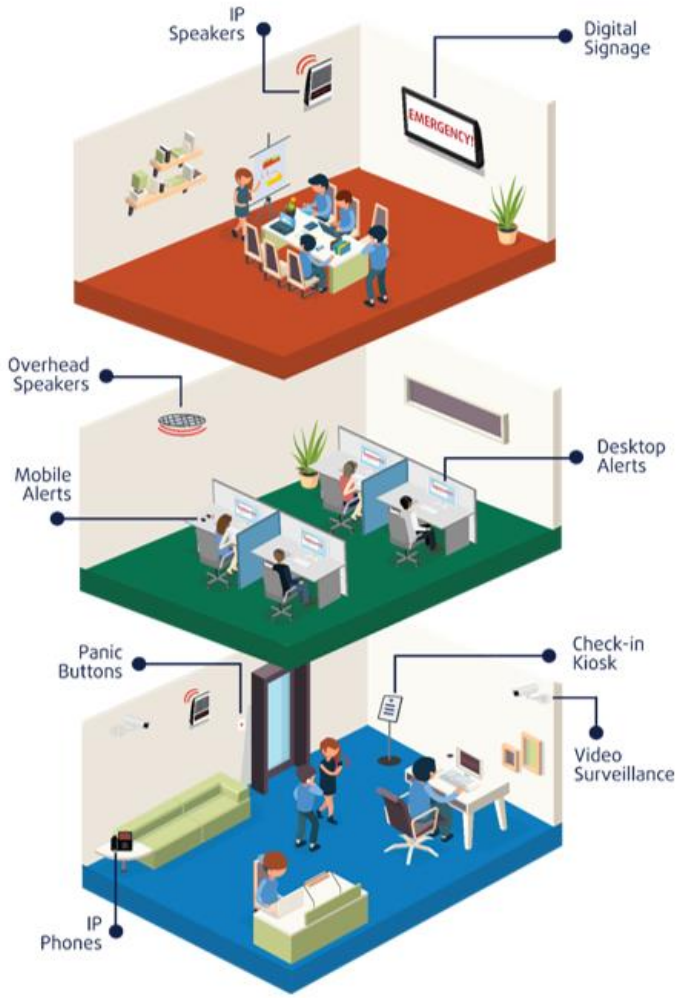
How We Use It In Schools

- Overhead Paging
- Paging from Mobile Device
- Scheduled Announcements and Bells
- Mobile Panic Button
- 911 Call Alerts
- Automated Lockdown (SHELL)
- Digital Signage & Interactive Displays



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Guilderland CSD Customer Video

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Steps to Success

- Existing Working Relationship
- Walk-through and review of facilities
- Integration with the existing Cisco Webex phone system and Singlewire InformaCast
- Dedicated ComSource Project Manager
- Past Experience in K-12 Schools (Specifically Emergency Notification Projects)
- Cost effective design and installation of IP speakers and displays
  - classrooms, common areas, and hallways
- Ensuring compatibility with current network architecture
- Enhancing resiliency and survivability of notifications
- Scalability to accommodate future capabilities and district needs

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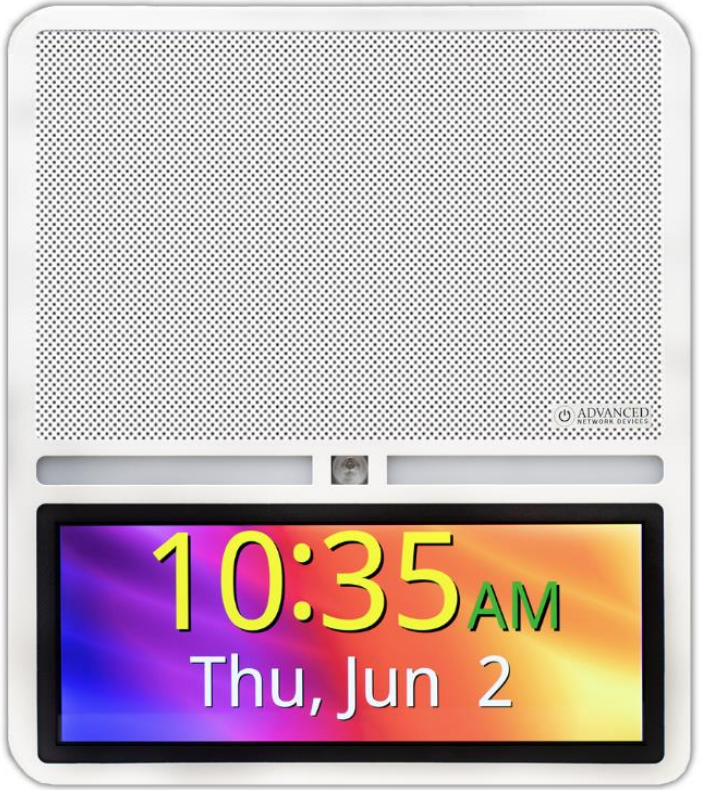
Section 5: Technical

Our Solution



13.25"

HD Display
1920 x 720 resolution
11.7" x 4.5"
Auto-Dimming
Customizable Graphics

Multi-Color LED Flasher

Built-In Microphone

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Our Solution

52"

LED Display
33.8" x 4.9"
Multi-Line Text
Auto-Dimming

Multi-Color LED Flasher

Built-In Microphone

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Our Solution

8" Ceiling Speaker

Multi-Color LED Flasher

Waterproof Horn

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Our Solution

81"

Waterproof LED Sign for Pool Area

80" x 12" Display

Red / Green Text

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Our Solution

LED Strobe

Multi-Color LED Flasher
Amber, Red, Green, Blue

Waterproof

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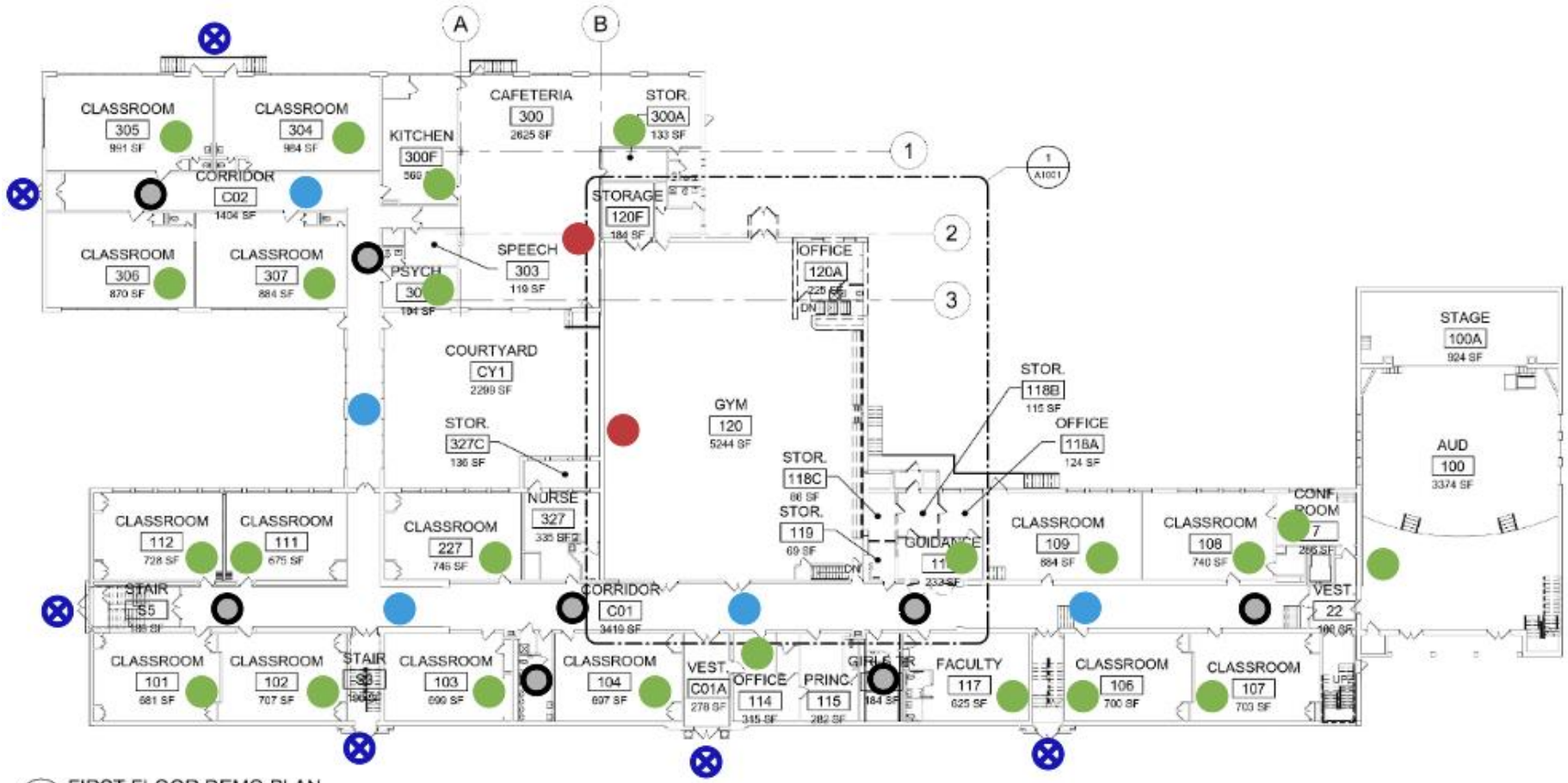
Our Solution



2 FIRST FLOOR DEMO PLAN
3/64" = 1'-0"

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Cost Effectiveness & Scalability

- End-to-End solution
- Completely customized for your needs
- Different devices for specific applications
- resiliency
- Easily expandable through additional IP endpoints
- Leveraging Phone system and existing network infrastructure for notifications
- Removing legacy high-maintenance PA equipment and support contracts
- Internal manageability (training)
- Managed service offerings are available, if desired, with both remote and on-site services

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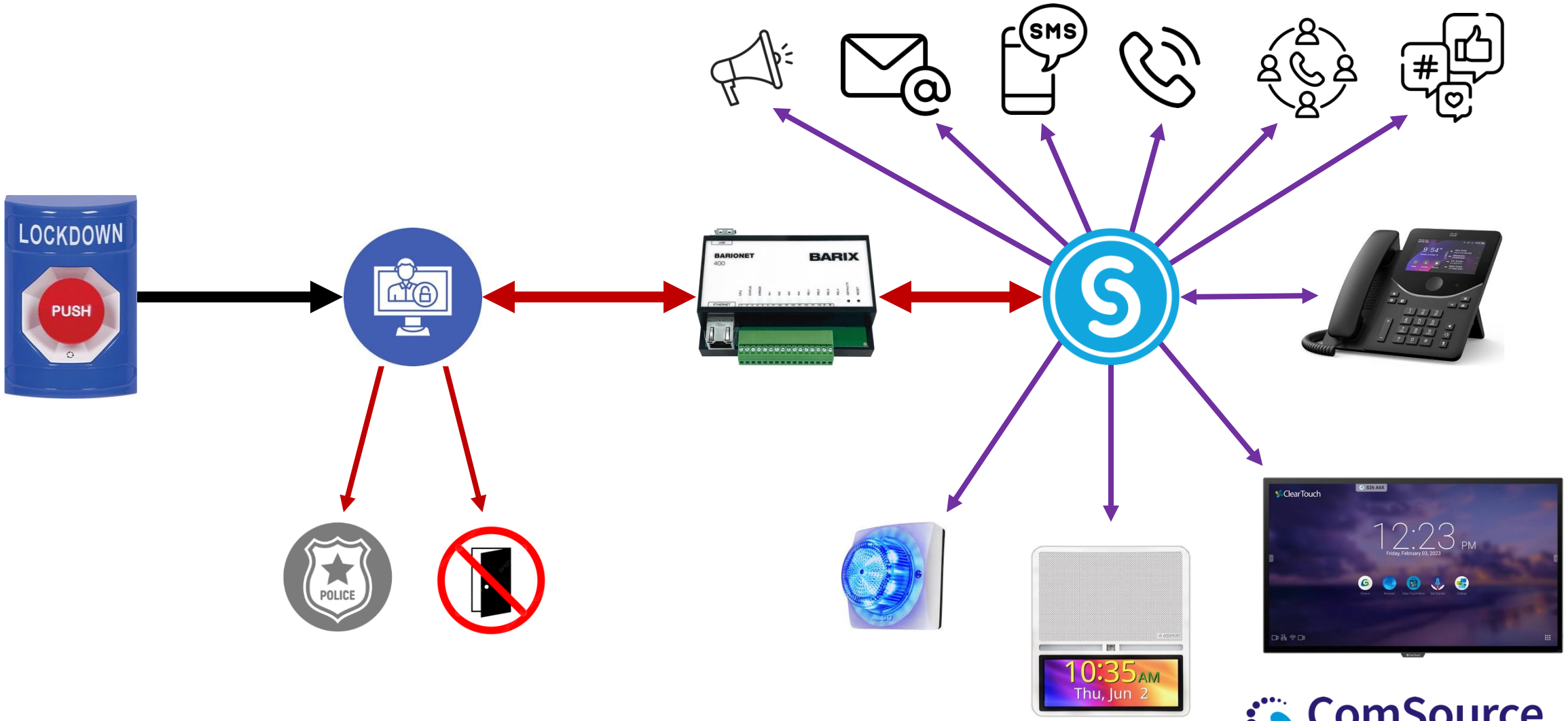
Lockdown Integrations



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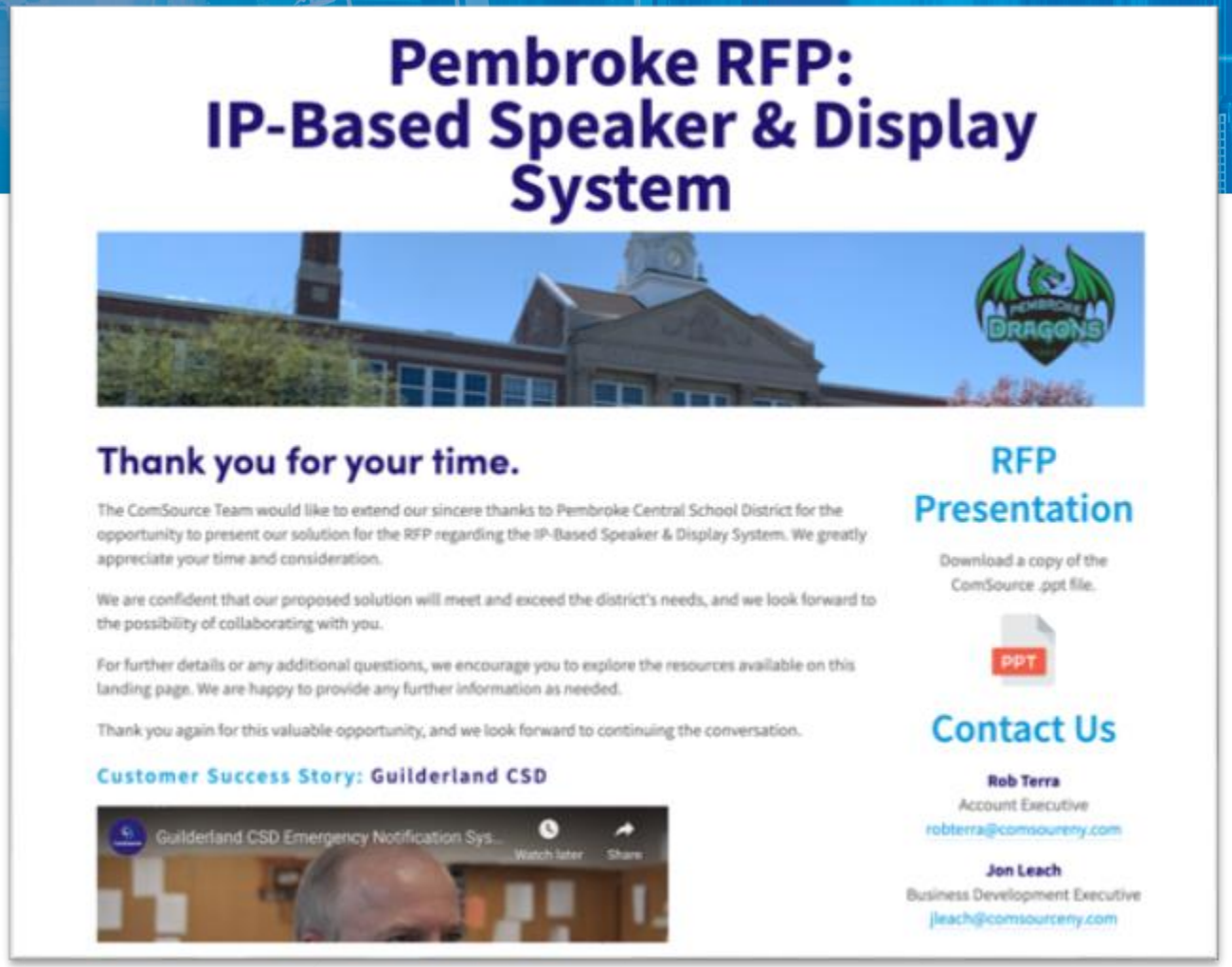
Demonstration

Section 6: Q&A

Resources



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