

DAY
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THE 2019



INCOMPAS SHOW

NOVEMBER 4-6 | LOUISVILLE | KENTUCKY

SHOW DAILY

DISH Looks Forward into the 5G Era

Earlier this year, DISH Network sent shockwaves through the wireless industry when it unveiled a bold plan to become a facilities-based wireless carrier with a nationwide consumer offering and an independent 5G broadband network.

The plan – which is contingent on the Sprint and T-Mobile merger, and other conditions – would make DISH the nation’s fourth major facilities-based network competitor. Closing is expected to occur within three months after the culmination of the Sprint and T-Mobile merger, which as of today still lacks a clear timetable for completion.

DISH has reached agreements with the Antitrust Division of the U.S. Depart-

ment of Justice, Sprint and T-Mobile. The company also committed to serving 70 percent of the U.S. population on its 5G network by June 2023.



Ergen and Pickering discuss DISH’s 5G buildout

Attendees came to The INCOMPAS Show eager for an update, and on Tuesday DISH co-founder and chairman Charlie Ergen delivered when he sat down with INCOMPAS CEO Chip Pickering for a keynote address.

The pair riffed on DISH’s ascension during the last three decades, and Ergen provided a breakdown of the company’s plan for the next three years.

“Three years from now our network will be pretty complete, so we’ll definitely be [in a position to] do some damage,” Ergen said. “In business, you have to do two things to compete. You have to be better and less expensive. We’ll be less expensive in terms of our cost for producing a gig, and our network will be more flexible, because in the

(Continued on page 6)

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INCOMPAS Announces 2020 Dates for Policy Summit and Annual Show

INCOMPAS yesterday announced the 2020 schedule for its two signature annual events: The INCOMPAS Policy Summit and The INCOMPAS Show.

Each spring, The INCOMPAS Policy Summit brings together business executives with policy and legislative leaders from the FCC and Capitol Hill for a day of thought leadership and interactive discussions on current issues and the future landscape for the communications and technology industries. The 2020 edition of the Policy Summit will take place on Tuesday, March 3, in Washington, D.C.

The INCOMPAS Show, meanwhile, returns to Las Vegas November 2 – 4, 2020, this time at The Cosmopolitan, with the exhibit hall, meeting rooms and educational sessions all conveniently located within steps of each other.

“INCOMPAS is proud to continue its decades long tradition of supporting its members and the communications sector by advocating for

pro-competitive, pro-consumer policies and driving innovation and the economy by providing an environment where companies can meet and seal valuable business deals,” said INCOMPAS CEO Chip Pickering. “We look forward to being able to bring together industry visionaries, business leaders, policy experts and decision makers together during both the Policy Summit and INCOMPAS Show in 2020.”

For information about sponsoring or participating in The 2020 Policy Summit, contact Julia Strow at jstrow@incompas.org.

To exhibit, sponsor or secure meeting space



for 2020 in Las Vegas, email Sam Eddin at sedidin@incompas.org or Rita DiCuccio at rdicuccio@incompas.org.

Sponsors, exhibitors and meeting room hosts at The 2019 INCOMPAS Show this week will have the opportunity to receive a 10 percent discount off 2020 rates if they solidify their participation by February 28, 2020. □

Bandwidth Enhances Number Porting Experience

Enterprise CPaaS company Bandwidth announced new enhancements to its market-leading phone number porting experience. The enhancements stand to revolutionize the process of moving phone numbers from carrier to carrier, speeding time to market for Bandwidth’s 1,400-plus enterprise customers and significantly reducing support tickets in the process, said the company.

Bandwidth’s communications platform serves a varied audience, which includes software platform owners, VoIP professionals and enterprise IT specialists – all of which will uniquely benefit from the revamped porting experience.

Software product owners now will be able to seamlessly integrate with Bandwidth’s porting API, allowing their customers to programmatically submit up to 20,000 numbers on-demand to Bandwidth’s platform as they get up and running. VoIP innovators who choose Bandwidth for their core network

capabilities will be able to check portability for tens of thousands of numbers at once and coordinate port dates and times from multiple carriers, instead of individually project managing each one. Meanwhile, the updates will ease migration frustrations for enterprise IT professionals who may be migrating SIP services to a cloud communications platform. Porting pains are often the largest hassle and biggest time commitment in these migrations. Bandwidth’s updates will give IT professionals complete control of the porting process, allowing them to migrate individual offices, departments or entire campuses with ease and predictability.

“Porting phone numbers is a critical part of the onboarding experience for many of our customers,” said Rob Scheible, Bandwidth’s senior director of product management for its platform and phone numbers portfolio. “We’ve been removing hurdles from the porting process for over a decade, and we’re especially excited

to see how quickly our customers will be able to move now – whether they’re bringing on thousands of new customers or migrating their own offices to a new cloud platform.”

Some of Bandwidth’s customers, such as Tamara Foster and Bethanie King from LogMeIn, are porting phone numbers everyday as they bring in new customers to their platform. The new porting experience is especially helpful for these “power-porters,” increasing the amount of numbers customers can submit in one single order, reducing rejected ports and putting more control directly in their hands.

“We’ve used five different providers to obtain phone numbers, and Bandwidth’s porting experience is head and shoulders above the rest,” said Foster. “The combination of features, API functionality and especially their commitment to the overall experience makes them a true partner to us. No one else in the industry is innovating in this area like they are.” □



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Please Note: For the attendee lists mentioned above, if a registrant chose to keep their information private, they will not appear on the list.

Bluebird Network Appoints Carla Cooper as CFO

Bluebird Network LLC, a provider of fiber transport and internet services and the owner of an underground data center, welcomes Carla Cooper as its new chief financial officer. Cooper will play a key role in the strategic direction of Bluebird and will oversee all aspects of finance. She is a versatile leader bringing three decades of experience across various industries and is dedicated to supporting the vision, values and culture that leads to success, said the company.

Cooper previously served Fidelity Communications Co. as vice president of finance/CFO and director of regulatory accounting. She provided oversight for finance and revenue planning and was part of a dynamic team that delivered strategic direction to Fidelity.

"Carla comes to Bluebird with many years of experience as a CPA and CFO, and she is excited to help Bluebird embark on its new strategic infrastructure platform," said Michael Morey, president and CEO of Blue-



bird Network. "Her experience with Fidelity and her prior knowledge of Bluebird make her the perfect candidate to join our executive team and help to continue our success and growth into the foreseeable future,"

Cooper earned a B.S. in Accounting from the University of Missouri - St. Louis and holds a current CPA License in the State of Missouri. She is a member of the Missouri Society of CPAs and the AICPA (American Institute of Certified Public Accountants). She also serves on the Board of Directors of EMPAQ Group Inc. and the Sullivan Educational Foundation. □

Visit Bluebird Networks LLC at Networking Table 2 in the Expo Hall.

INCOMPAS Announces New Addition to Board of Directors

INCOMPAS recently announced the nominees to serve on its Board of Directors for the 2019-2021 term. Since the election was uncontested, the slate of nominees is automatically elected to the INCOMPAS Board of Directors for a two-year term.

The new Board members include:

Small Company

- Hilliary Communications - Edward E. Hilliary Jr., managing partner
- ZenFi Networks - Ray LaChance, CEO

Medium Company

- Bandwidth - Greg Rogers, deputy general counsel

Large Company

- Google - Milo Medin, vice president, access services
- MetTel - Sean Sullivan, vice president of product management and regulatory affairs

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(DISH, continued from page 1)

cloud you can slice your network to serve enterprise businesses and customers. We'll be better and more efficient."

What's more, DISH is in a position where it can design its own network architecture, which will provide a major advantage moving forward.

"Because we're going to build a greenfield, standalone network, we get to design and architect that network," Ergen continued. "The only other country doing that is China. We get to do something with a clean sheet of paper, which will give the U.S. an advantage."

The network, it should be noted, will be mostly software-based.

"It's mostly software," Ergen said. "It's not hardware, and there's no other country that builds better software. So we're able to take one of the strengths of the U.S., and they can build something that's a little bit different and probably good for national security. It certainly can be more American, and more exportable for this country."

Pickering also commented on the opportunities DISH will open for other market participants as it moves into wireless services and builds out its wireless network.

"As DISH builds its 5G network, it is seeking partners and has issued a Request for Proposal (RFP) to find those partners," Pickering noted.



INCOMPAS Show attendees filled the Olmsted Ballroom for yesterday's keynote.

"This will create a great opportunity for companies across the supply chain to support the network build out, in particular those companies that build fiber networks. We, of course, will work with DISH to promote these opportunities to our members."

There may be skeptics about DISH's ability to deliver, but that's not something that has

ever bothered Ergen or the company. As Ergen explained, "can't" is not in their vocabulary.

"Our best days are ahead of us," Ergen continued. "We're not looking in the rearview mirror. We're proud of our legacy as a company. Our company has grown in stair steps. We are confident we can build a new product and make a difference in peoples' lives." □

Rocket Fiber to Build Network for Detroit Area School District

Rocket Fiber is expanding its reach from downtown Detroit to an affluent suburb, inking a deal with Grosse Pointe schools to build a \$2 million fiber network that will allow the internet service provider to start offering residential and commercial service in the wealthiest communities of Michigan's Wayne County.

Grosse Pointe's school board recently approved a contract for Rocket Fiber to string 14 miles of dark fiber optic cable along existing utility poles throughout the Grosse Pointe communities to connect 12 school buildings.

As part of the deal, Rocket Fiber has agreed to provide the Grosse Pointe Public School District with free internet access for 15 years and free maintenance on the network for 20 years in exchange for building excess capacity that the company can use to get a foothold into internet service business in the neighborhoods of Grosse Pointe, Grosse Pointe Farms, the Park, the Woods and the Shores.

"It helps Rocket Fiber grow," said Rocket Fiber CEO and co-founder Marc Hudson, upon announcement of the deal.

Rocket Fiber was the low bidder to build and service a 10-gigabit fiber network that the school district will own. The free internet service will relieve the district of its \$212,000 annual Comcast bill, which has reached \$268,000 some years and would have grown with the district's increasing bandwidth demands, said Gary Niehaus, Grosse Pointe Schools superintendent. "They proposed a very creative contract," said Niehaus.

Grosse Pointe schools currently use about 2.5 gigabits of internet bandwidth, but the district is in the midst of \$18.5 million in technology improvements in its buildings that include adding more devices requiring internet access, Niehaus said.

Rocket Fiber plans to install more than double the amount of fiber optic cable needed by the Grosse Pointe school district. The company



will string sheaths of fiber optic cable with 144 strands of fiber; the district is buying 60 of the strands, according to a contract approved by Grosse Pointe Board of Education last month.

Twenty-six of the 32 school districts in Wayne County already own their own fiber optic cable networks; Grosse Pointe is one of six school districts in the county that didn't – until now. □

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Wednesday's Schedule At-a-Glance

7:30 a.m. – 4:00 p.m.	Registration Open Sponsored by Google <i>Commonwealth Ballroom Lobby</i>
7:30 a.m. – 4:00 p.m.	Deal Center, Expo Hall and Meeting Spaces Open <i>Expo Hall, Commonwealth Ballroom</i>
8:00 a.m. – 9:00 a.m.	Breakfast & Coffee Bar in the Expo Hall Breakfast sponsored by Bandwidth <i>Expo Hall, Commonwealth Ballroom</i>
8:30 a.m. – 8:40 a.m.	Opening Remarks: Chip Pickering, CEO, INCOMPAS <i>Olmsted Ballroom</i>
8:40 a.m. – 9:10 a.m.	Competition for Government Contracts <i>Olmsted Ballroom</i>
9:10 a.m. – 10:40 a.m.	Mapping a Better Broadband Future: Panel Discussion • Part 1 - Finding the Gap • Part 2 - Serving the Gap • Part 3 - Funding the Gap <i>Olmsted Ballroom</i>
10:00 a.m. – 11:00 a.m.	DISH Retail Partner Program Informational Session <i>Hikes Point Meeting Room</i>
10:45 a.m. – 11:30 a.m.	The Winds of Change Continue: The Ever Evolving Communications Industry Landscape <i>Olmsted Ballroom</i>
11:00 a.m. – 2:00 p.m.	Dedicated Exhibitor Hours <i>Expo Hall, Commonwealth Ballroom</i>
11:30 a.m. – 12:30 p.m.	Buyers Forum Open Meeting Time in the Expo Hall <i>Expo Hall, Commonwealth Ballroom</i>
11:30 a.m. – 1:00 p.m.	Lunch in the Expo Hall <i>Expo Hall, Commonwealth Ballroom</i>
2:00 p.m. – 3:00 p.m.	DISH Retail Partner Program Informational Session <i>Hikes Point Meeting Room</i>
4:00 p.m.	Deal Center, Expo Hall and Meeting Spaces Close
4:00 p.m.	INCOMPAS Board Meeting
5:30 p.m. – 7:30 p.m.	Bourbon Trail Bash and Tasting Experience Closing Party <i>Olmsted Ballroom</i>

C Spire Adds Saltillo and Gulfport to Mississippi Footprint

C Spire Home is bringing its Gigabit FTTH platform to the Mississippi markets of Saltillo and Gulfport, with plans to add Biloxi to C Spire markets beginning next year. The expansion will cover roughly 78,000 households in total.

Work on the Saltillo FTTH platform is slated to begin this month, with customer services starting by the first quarter of 2020. Work in Gulfport also will begin in November, with expansion to areas of neighboring Biloxi occurring early next year.

Initial Gulfport subscribers will be turned up during the first quarter of next year. Thousands of homes will be passed in Harrison County – the state's second most populous – by next summer.

The projects, which will provide subscribers with internet access, live streaming TV and premium digital phone service, represent the 23rd and 24th C Spire initiatives in Mississippi. The company said it will add to its 9,200 route miles of backbone fiber in the state. □

Granite, Nextivity Partner on Managed In-building Cellular Coverage

Granite Telecommunications, a \$1.5 billion provider of communications services to multilocation businesses and government agencies, announced a strategic partnership with Nextivity Inc., makers of the Cel-Fi line of solutions for improving in-building cellular coverage.

Under the terms of the agreement, Granite's Network Integration Group will deploy, monitor and manage Cel-Fi solutions for both its own large and medium-sized enterprise clients and on behalf of the leading U.S. mobile operators that have authorized Nextivity's in-building solutions for use on their networks.

"With the drive to cloud-based applications and communications, the need for reliable cellular coverage has never been more critical for businesses and governmental agencies to run smoothly and deliver a seamless customer experience," said Granite COO Rand Currier. "Partnering with Nextivity enables Granite to provide cellular coverage as a service to our enterprise customers as well as to other providers' customers on a wholesale basis."

"Our partnership with Granite will allow us to reach a much broader audience," added Werner Sievers, CEO of Nextivity. "In particular, the middleprise segment of the market has been largely ignored and has had to make do with cellular coverage solutions designed for either large enterprise applications or residential purposes in mind. The combination of our solutions and Granite's extensive presence with enterprises of all sizes gives more businesses access to a solution tailored specifically for them."

Granite will leverage its nationwide technical field force to deploy solutions across the Cel-Fi product line, such as Cel-Fi QUATRA, a hybrid active distributed antenna system (DAS) that solves in-building cellular coverage issues for the middleprise (i.e., spaces under 500,000 sq. ft.). Granite's technicians also will perform site surveys and installations. Once Cel-Fi systems have been deployed, engineers in Granite's 24/7 network operations center will use the Cel-Fi WAVE software platform to monitor and manage Cel-Fi systems for reliability and quality of service. If required, Granite technicians likewise will perform hardware repairs, upgrades or replacements.

What's more, Granite's partnership with Nextivity enables Granite Mobility Solutions to leverage its wholesale agreements with leading wireless carriers to better serve the needs of multilocation enterprises across geographies and vertical markets. □

Visit Granite Telecommunications in the Buchertown meeting room or at Kiosk 6 in the Expo Hall.





Somos Announces Winners of the '2019 Toll-Free Awards'

Earlier this month, Somos Inc., a leading registry management and data solutions company, named the winners of the 2019 Toll-Free Industry Awards. The Toll-Free Industry Awards were established to recognize individuals and companies that are at the forefront of innovation and thought leadership in the toll-free industry. The following winners were chosen based on their merit, industry commitment and above-and-beyond contributions to the toll-free industry.

Trailblazer Award

The Toll-Free Trailblazer Award recognizes a person or organization that uses innovation, creativity and forward-thinking to drive the future of toll-free. This year's winner is Shaun Moore of the Toll-Free Exchange. The Toll-Free Exchange provides a valuable peering and settlement platform that is extremely user-friendly, said Somos. Through his leadership and expertise, Moore has elevated the platform, driven adoption and increased utilization.

A longtime Toll-Free User Summit supporter, this award provides an extra special honor for winner Moore. "Somos' Toll-Free User Summit is the ultimate event for the toll-free industry and one of my favorite shows of the year due to the exceptionally high knowledge level of the participants. At a personal level, this makes the award all the more humbling; at a professional level, it is a confirmation that the Toll-Free Exchange is having a revolutionary influence on the way toll-free calls move around North America."

Campaign of the Year Award

The Toll-Free Campaign of the Year Award is given in recognition of an outstanding marketing campaign that has promoted toll-free numbers in a fresh, new way. This year's winner is Ray Rothschild of Coupster.

According to Rothschild, "The texting market is evolving, and it is crucial that toll-free numbers evolve with this new market. Millennials prefer texting – so let them text. Make your toll-free number a tool that evolves with the future."

Coupster does just this. As an innovative platform that allows users to receive a coupon when they message a text-enabled toll-free number, Coupster lets clients create keywords on their toll-free number that customers can text to receive coupons related to their favorite products and services.

Communication Platform of the Year Award

The Communication Platform of the Year Award is given to an organization that offers a robust,

user-friendly, customer-centric platform that is like no other. This year's winner is Universal Routing Solution from Software Synergy Inc.

SSI's routing solution platform offers a host of capabilities that make it a stand-out platform, said Somos. This includes advanced reporting and analytics, a CPR generator, easy template uploads and overall process streamlining.

"We are extremely pleased that SSI has been recognized by its customers and Somos for providing a unique approach to toll-free cost management and optimization" said Kevin Oxley, founder and president

of SSI. "We are focused on the ways our embedded analytics and algorithms can provide our customers with a better approach to manage and maximize savings with improved metrics visibility."

The 2019 Toll-Free Industry Awards were distributed on the closing evening of the 2019 Toll-Free User Summit, which took place October 15 - 17, in Boston. Somos congratulates all the winners on their impressive achievements and contributions to the toll-free industry. □

Visit Somos at Meeting Pod 2 in the Expo Hall.

Conterra Networks Expands Wholesale Carrier Strategy

Conterra Networks, an industry leading provider of fiber-optic network solutions, recently released its Near-Net list of more than 80,000 building locations along Conterra's rapidly expanding broadband network, which now exceeds 11,000 fiber route miles.

Conterra's wholesale carrier partners can now leverage these tens of thousands of fiber access points to address their increasing fiber capacity needs, especially within tier 2 and tier 3 markets throughout Texas, Louisiana, New Mexico and North Carolina.

"We believe the identification and distribution of these near-net locations will greatly expand the addressable market of our wholesale carrier partners, allowing them to leverage our unique fiber assets in those markets that may not have been available to them in the past," said Larry Wilson, Conterra's vice president of Carrier and Wholesale Services. "We look forward to working closely with our wholesale carrier partners to expand their network reach and to grow their businesses." □

Visit Conterra in Lounge 4 in the Expo Hall.

Sparklight Business Launches Enterprise Wi-Fi Service

Sparklight Business recently announced the launch of its Enterprise Wi-Fi service, featuring "a superior Wi-Fi connection delivered over the company's fiber optic network in order to provide the fastest and most-secure connections for business customers," said the company.

With personalized design and professional installation, Enterprise Wi-Fi is offered as a turnkey solution. Customized to identify the optimal number of access points, employees and guests will have access to strong and reliable service throughout the business footprint.

"Today's business environment is constantly evolving and requires advanced connectivity and flexibility," said Chris Boone, vice president of business services for Sparklight. "Business Enterprise Wi-Fi is a sophisticated solution that provides a powerful signal along with compre-

hensive tools to manage the service."

Sparklight's Enterprise Wi-Fi service comes with a cloud-based customer portal and user app, enabling businesses to configure, manage and monitor their Wi-Fi networks and user activity from anywhere, at any time.

"This solution allows businesses to remain agile, while enhancing business productivity and enriching the customer experience. Our intuitive management application provides businesses with the ability to manage service features, view usage reports and ultimately streamline their Wi-Fi operations," said Boone. "We are excited to introduce this new service to provide businesses with the flexibility their employees need to be more productive and successful." □

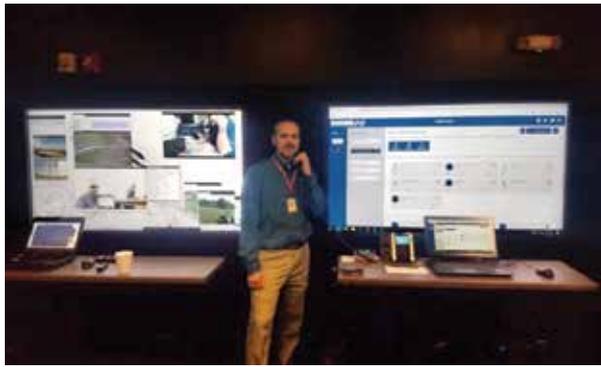
Visit Sparklight Business at Networking Table 1 in the Expo Hall.

REDCOM Demos Interoperability with SDR Technology at Air Force Research Labs

REDCOM Laboratories Inc., a leading developer of advanced communications solutions, has successfully completed extensive interoperability testing following a week-long exercise at the Air Force Research Lab (AFRL) in Rome, N.Y. and Stockbridge, N.Y.

The exercise involved multiple test scenarios leveraging the AFRL high-capacity software-defined radio (SDR) network, a flexible, high-capacity network running on commercial-off-the-shelf (COTS) hardware. The network can be established quickly and managed dynamically, with the ability to load new radio waveforms in software to adapt to changing situations on the ground. During the week of testing, REDCOM was able to demonstrate its switching and conferencing platforms in a U.S. Air Force testing environment designed to emulate a real-life emergency response scenario.

“We leveraged rapid advancement in SDR technology, proving that REDCOM can continue to provide mission-critical communications for



Fred Elliot demonstrating REDCOM equipment at AFRL.

first responders on tomorrow’s SDR networks,” said Fred Elliot, business development manager, solution architecture at REDCOM.

REDCOM solutions were installed in shelters at multiple locations at the Stockbridge site, as well as a simulated Tactical Operations Center in Rome. Not only did REDCOM test its capacity over SDR, but the team also tested interoperability with analog lines, magneto field phones, business-band land mobile radios, P25 radios and LTE endpoints.

“We set up the REDCOM communications gear quickly, using the same kind of workflow we’d use in a disaster response situation,” said Kal Baumwart, strategic manager, RF, REDCOM. “We couldn’t be happier with the results. We look forward to leveraging what we learned into future solutions for the first responder market.”

Moving forward, REDCOM intends to work with the AFRL, as well as other partners, to expand its solution set to ensure maximum interoperability in public safety scenarios. “This exercise showcased new technology in a seamless partnership with AFRL to deliver agile interoperable voice connections across multiple wireless devices in a multi-site scenario,” said Michael Gudaitis of AFRL. “Twenty years ago, I worked with REDCOM to deliver voice-bridging radio capability to first responders. Then, as now, REDCOM delivers great products with exceptional service.” □

Visit REDCOM at Table Top 15 in the Expo Hall.



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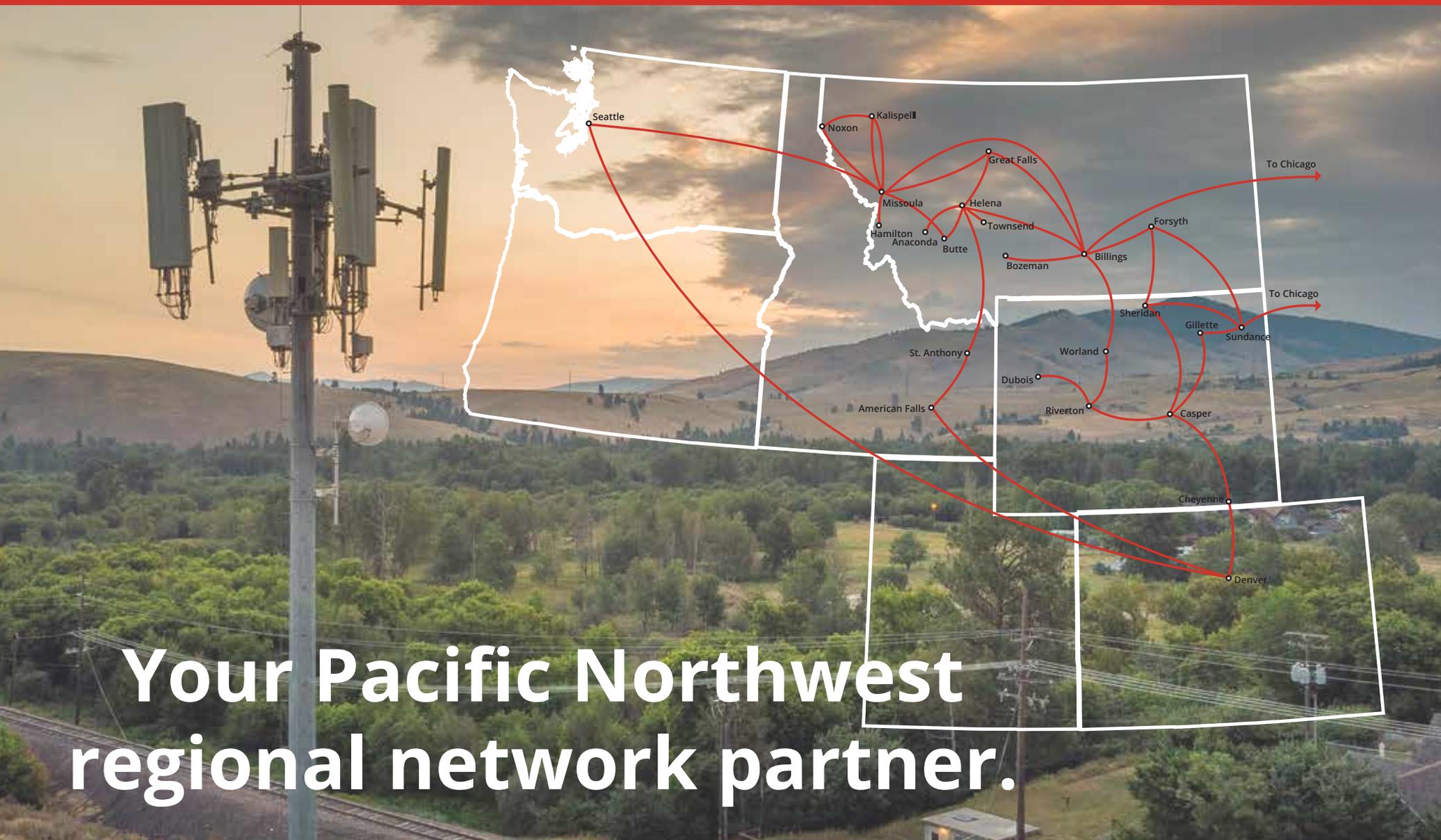
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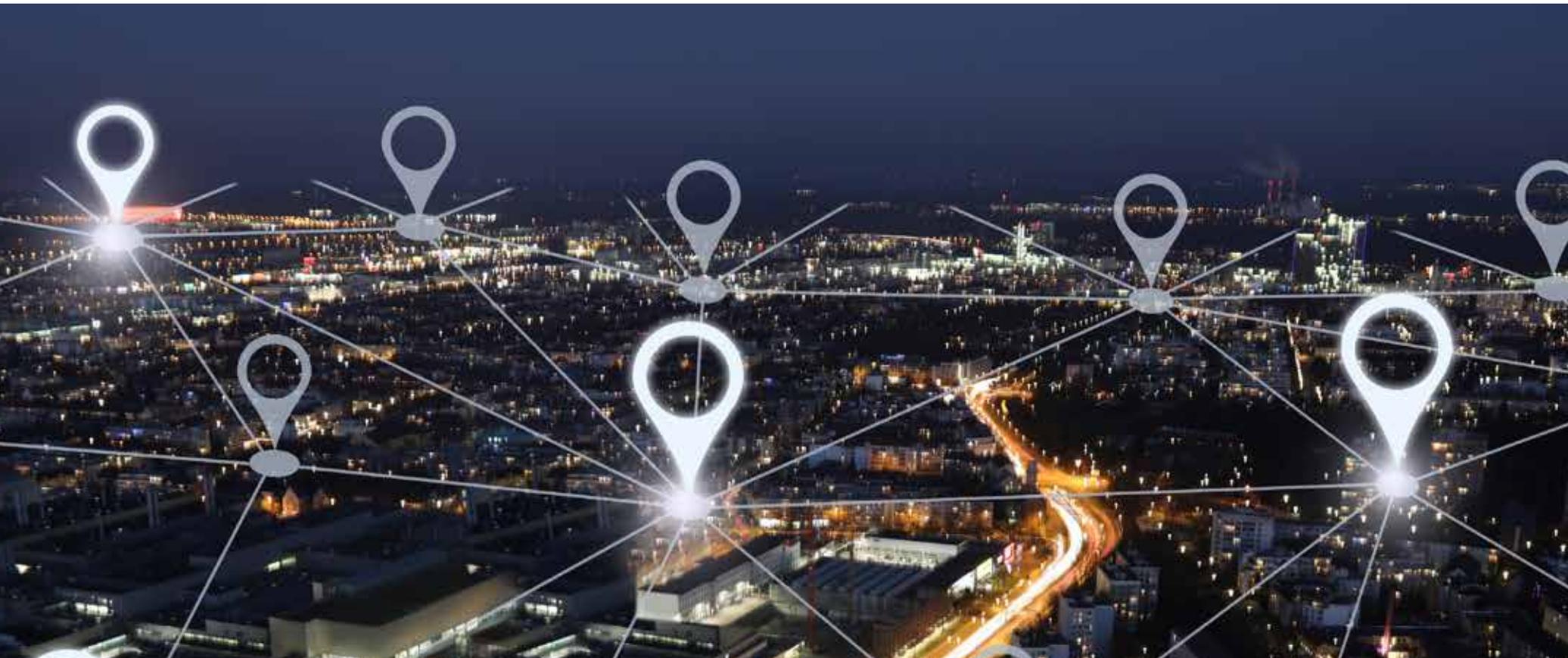
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